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NASSAU COUNTY LEGISLATURE

NORMA GONSALVES,
Presiding Officer

HEARING OF THE
ECONOMIC & COMMUNITY DEVELOPMENT
& LABOR COMMITTEE
ON BUSINESS DEVELOPMENT IN NASSAU COUNTY

DENISE FORD, Chairwoman

1550 Franklin Avenue
Mineola, New York

Monday, February 26, 2015
1:13 P.M

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2 A P P E A R A N C E S :

3

4 DENISE FORD,
Chairwoman5 RICHARD NICOLELLO,
Vice Chairman

6

DONALD MACKENZIE

7

8 CARRIE SOLAGES
Ranking

9 DELIA DERIGGI-WHITTON

10 SIELA A. BYNOE

11 WILLIAM J. MULLER, III
Clerk of the Legislature

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2 CHAIRWOMAN FORD: I'm going to
3 call the Economic and Community Development
4 and Labor Committee to order. I would like
5 all the legislators to take their seats.

6 Good afternoon, ladies and
7 gentlemen. I'm going to now open up the
8 Economic Development and Labor Committee
9 hearing. I'm going to ask the clerk to take
10 the roll call, please.

11 CLERK MULLER: Legislator Bynoe?

12 LEGISLATOR BYNOE: Here.

13 CLERK MULLER: Legislator
14 DeRiggi-Whitton?

15 LEGISLATOR DERIGGI-WHITTON:
16 Here.

17 CLERK MULLER: Ranking Member
18 Legislator Solages?

19 LEGISLATOR SOLAGES: Here.

20 CLERK MULLER: Legislator
21 MacKenzie?

22 LEGISLATOR MACKENZIE: Here.

23 CLERK MULLER: Vice Chairman
24 Nicolello?

25 LEGISLATOR NICOLELLO: Present.

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2 CLERK MULLER: Chairwoman Ford?

3 LEGISLATOR FORD: Here.

4 CLERK MULLER: We have a quorum.

5 CHAIRWOMAN FORD: Good afternoon.

6 I want to welcome everyone to this hearing
7 regarding business development in Nassau
8 County.

9 When I was first elected to the
10 Legislature, we had a presentation about the
11 flight of our young people out of Nassau
12 County. This has been the subject of many
13 reports, meetings and articles questioning
14 and offering ideas as to why they are
15 leaving.

16 Just the other day, in the Long
17 Island Business section of Newsday, the
18 opening read, "Stemming the Exodus of Young
19 People from Long Island Must Be an Objective
20 of State Business Aide, Governor Andrew
21 Cuomo's nominee, for Economic Development,"
22 Zarr said.

23 Mr. Howard Zemsky was later
24 quoted as saying, "Are we doing things that
25 attract and keep young people?" I want to

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2 thank Comptroller George Maragos for his
3 report which highlights this trend, but,
4 unlike the others, he offers a possible
5 solution that can help retain and bring back
6 our young adults. His proposal to make
7 Nassau County the Health Care and medical
8 research capital of the world makes sense.

9 We have some of the best
10 hospitals, universities and colleges here in
11 our county. Our schools are focusing on
12 science education starting in elementary
13 school, and we have many high school
14 students participating in Intel and are
15 winning numerous awards for their research
16 and hard work.

17 Hofstra has graciously awarded
18 grants for STEM, which is science,
19 technology, engineering and math, helping
20 students to further their studies in these
21 important subjects.

22 The sad fact is, after all of
23 this knowledge is gained in our county, they
24 are leaving for college and many never
25 return. We must reverse this trend.

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2 Academic research conducted by
3 the Institute for Strategy and
4 Competitiveness at Harvard Business School,
5 indicates that areas with strong clusters,
6 which is basically defined as a phenomenon,
7 whereby firms from the same industry gather
8 together in close proximity, produce more
9 economic growth, more jobs, stronger wage
10 growth, increased entrepreneurial activity,
11 and more intellectual property than other
12 areas. This is a promise of creating a
13 health care and medical research cluster.

14 I would like to digress and speak
15 briefly about the loss of a cluster. After
16 Sandy, the Long Beach Medical Center closed.
17 There was a loss of over 1,000 jobs.
18 Doctors with their practices moved out of
19 Long Beach and the ripple effect was felt by
20 the local establishments, such as
21 restaurants and surrounding businesses,
22 which saw a dramatic drop in sales and, as a
23 result, have closed. This is why this
24 concept and proposal is so important to the
25 future of Nassau County.

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2 For me, the most alarming
3 statistics was a drop in the zero to nine
4 age group, and we know this is a reality as
5 many schools have reported lower
6 enrollments.

7 I look forward to hearing from
8 our speakers and I hope this will be the
9 beginning of an initiative that will only
10 mean success for Nassau County, its
11 residents, and businesses.

12 I would like now to introduce
13 Legislator Carrie Solages who will offer his
14 opening comments.

15 LEGISLATOR SOLAGES: Thank you
16 very much. Good afternoon Legislator Ford,
17 Comptroller Maragos, residents and guests.

18 My name is Carrie Solages and I
19 have the distinct honor to represent the 3rd
20 Legislative District. A cultural and
21 economic diversity of my district gives me a
22 distinct perspective on Comptroller Maragos'
23 report.

24 I commend the Comptroller for
25 presenting his economic vision for Nassau

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2 County focusing on the health care industry.
3 By presenting his vision and analysis in
4 this form today, he provides a good starting
5 point to initiate what should be an ongoing
6 conversation about creating a long term
7 sustainable growth and development in Nassau
8 County.

9 The Comptroller's report proposes
10 to make Long Island the world leader in
11 health care treatment and medical treatment
12 and medical research.

13 Health care institutions are very
14 important to our region. It's an idea worth
15 exploring as well as expanding. We must
16 consider a wide array of industries that
17 will attract a diverse workforce in terms of
18 skills, education and age.

19 More important, there is a dire
20 need for adequate and affordable housing for
21 the workforce that we are seeking to
22 attract. The likelihood of job market
23 development is more attainable when there is
24 an affordable workforce housing to attract a
25 diverse workforce.

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2 Several years ago, sustainable
3 Long Island 2020 produced as a white paper
4 initiative in a conversation about what
5 citizens as well as public private
6 institutions could do to initiate
7 development. Too often elected officials,
8 community activists, and residents become
9 polarized when engaging in developing,
10 planning, community vision projects.

11 We are on the cusp of 2020 and we
12 must strongly consider coming together for
13 constructive dialogue on the best ways to
14 make our county a thriving and economically
15 strong community that attracts young people,
16 retains a talented workforce, and creates
17 opportunity for established as well as
18 emerging businesses to locate here.

19 This is why I challenge all of us
20 here today to look forward to the 21st
21 Century because the future is now. We can
22 be creators and innovators. I must
23 emphasize that the economic growth that
24 benefits all residents requires careful
25 consideration of numerous underlying forces

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2 including, but not limited to, providing
3 affordable workforce housing with
4 neighborhood amenities, such as restaurants,
5 theatres and shopping centers, the necessity
6 and cost of the infrastructure upgrades, and
7 viability of an industry or sector not only
8 in good economic times, but also during a
9 downturn in the market.

10 Any plans for redevelopment to
11 catalyze growth in an economic sector must
12 involve all stakeholders especially the
13 input of Nassau County residents.

14 The failure of the proposed
15 development of the former Fortunoff site for
16 a casino provides a cautionary example of
17 what can happen when all stakeholders are
18 not involved in a plan before it is set in
19 motion.

20 I sincerely hope that today's
21 hearing will help to create an ongoing
22 dialogue. I look forward to working with my
23 colleagues in government, business, and
24 education leaders, residents, and community
25 advocates to create a shared vision for our

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2 county. Thank you.

3 CHAIRWOMAN FORD: We will now
4 hear from Comptroller George Maragos. We
5 will take questions and other comments
6 afterwards as we have two speakers that need
7 to leave in a short amount of time.

8 We'll first hear from Comptroller
9 Maragos and then the next two speakers.
10 Thank you.

11 COMPTROLLER MARAGOS: Chairwoman
12 Denise Ford, I commend this committee for
13 convening to start planning the future, the
14 economic future, of Nassau County. I'm
15 delighted to be here to speak in that
16 regard.

17 Ladies and gentleman, we have a
18 big problem. We are getting older. We have
19 less school age children, and our young
20 adults are leaving. Demographically, we are
21 dying. Economically, we are not keeping up
22 with our region or our nation.

23 If these trends continue, in just
24 ten years, we will have three percent less
25 population than we did in 2000. We will

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2 have an astonishing 30 percent less school
3 age children, and we will continue to see 11
4 percent of our millennials go off to college
5 and never return back to Nassau County.

6 The consequence of inaction is an
7 acceleration of these trends, higher taxes
8 and lower wage gains. I do not intend to be
9 a pessimist because I'm an optimist. We
10 already have the nucleus within Nassau
11 County and change is simmering. We have the
12 capacity, we have the resources, and the
13 geographic location to reverse all these
14 negative trends and to build a better future
15 with greater opportunity for our children.

16 But, in order to grasp our
17 potential, we need to work together, think
18 big, invest big in our future, and the
19 starting point has to be to define what we
20 want to be. What is our vision for the
21 future? How are we going to compete within
22 our region, within our nation, and within
23 the global economy?

24 In the '60s, we were the
25 aerospace and defense industry leaders in

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2 the nation. Today I do not believe we have
3 an identity. Unlike other regions, such as
4 the Silicon Valley with it's world-leading
5 IT, information technology capability, the
6 financial industry in Manhattan, the
7 pharmaceutical industry in New Jersey, and
8 the biomedical industry in Boston and San
9 Diego.

10 In order to be competitive in
11 today's and tomorrow's global economy you
12 must either be number one or number two.
13 You cannot be a little of everything. We
14 have proposed a vision to become the world
15 leaders in health care.

16 Long Island we believe should be
17 where people come to find the best medical
18 treatment. Long Island should be where the
19 next big cures will be found for cancer,
20 diabetes, Alzheimer's, dementia, and all
21 other major diseases afflicting the world
22 today.

23 This could be a trillion plus new
24 eco-friendly economy. Each major cure is
25 estimated to be approximately \$500 billion

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2 industry in itself.

3 We have the nucleus and natural
4 resources to achieve this vision. For
5 example, health care is our biggest local
6 employer. We have some of the best
7 hospitals, some of the best universities,
8 some of the best research centers, one of
9 the best educated workforces. We are next
10 door to the most dynamic and exciting city
11 in the world, New York City. What we lack
12 is a synergy of all these resources working
13 together, challenging one another by
14 competing to become the world's leader
15 through innovation.

16 In order to create this synergy,
17 we need to bring all these resources
18 together into a health care industry cluster
19 in order to create the collaboration
20 required between our universities, hospitals
21 and research institutions.

22 We need to tap into the thriving
23 financial industry in the city, and we need
24 to spur innovation by attracting some of the
25 best minds in the world in this area.

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2 So, how do we do this? It's my
3 belief that government needs to take the
4 lead and bring all these resources together
5 by investing and enhancing the research
6 facilities in our local health, research and
7 educational institutions.

8 Most importantly, physically
9 interconnect all these institutions with a
10 21st Century public transportation system
11 that links the institutions to one another
12 and the world through JFK, LaGuardia,
13 MacArthur and Manhattan in under 30 minutes.
14 And virtually interconnects all these
15 institutions through high, light speed
16 infrastructure.

17 The benefits I believe will be
18 enormous. A trillion dollar new economy
19 that doesn't exist today, high paying jobs,
20 enormous developments around the new
21 transportation centers, universities and
22 health care institutions with housing,
23 restaurants and entertainment venues. The
24 investment by today's standards I believe is
25 modest. And will never be cheaper I assure

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2 you of that. It will never be cheaper.

3 My estimation is, and please
4 don't fall off your chairs, that around \$10
5 billion will get us started to build the
6 required infrastructure. \$10 billion may
7 sound like a lot of money, but in terms of a
8 capital investment, it probably translates
9 into costing approximately \$200 million a
10 year. Just \$200 million as an expense,
11 given today's cost of money in interest
12 rates.

13 I think we can certainly raise
14 that money. Our governments can help us
15 raise that money to start building this
16 vision with the infrastructure of the 21st
17 Century.

18 I hope this forum is a start
19 towards a serious dialogue towards us
20 building the future we want together. Thank
21 you very much.

22 CHAIRWOMAN FORD: Thank you very
23 much, Comptroller. I know that there are
24 questions, but since we have speakers that
25 need to leave, would you be able to wait and

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2 we can ask you the questions later?

3 MR. MARAGOS: I would be happy to
4 do so.

5 CHAIRWOMAN FORD: Thank you very
6 much. Next I would like to call up Mr.
7 Joseph Kearney, the Executive Director of
8 our Industrial Development Agency, and Mr.
9 Nick Terzulli, the Director.

10 MR. KEARNEY: Good afternoon,
11 ladies and gentlemen. Thank you, Legislator
12 Ford for the opportunity to speak before you
13 today.

14 I salute the Comptroller for
15 starting this dialogue. I think it's
16 important for you all to understand that the
17 county, the County Executive and the county,
18 does have an economic policy and does have
19 an idea and a vision of what we are trying
20 to do in the county, part of which includes
21 the Comptroller's notion or the idea of
22 clustering around the health care industry.

23 When the County Executive took
24 office and this administration took over, it
25 was filled with a lot of great ideas and

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2 dreams. The problem is, with ideas and
3 dreams is reality, and sometimes is a very
4 sobering force. Confronted with jobs and
5 companies quietly leaving the county, our
6 vision of trying to bring in new companies
7 from far and wide slowly devolved into
8 keeping what we had. The idea being, the
9 thought being, unless you keep what you
10 have, it's very hard to acquire new.

11 So, we took upon us, through the
12 County Executive, a twofold approach to how
13 we develop economically, the economic engine
14 in this county. That was first to keep what
15 we have by aggressively pursuing the
16 existing companies, visiting with them,
17 finding out what their needs were, and
18 offering them solutions to the extent that
19 we could offer them solutions.

20 Secondly, and simultaneously, we
21 looked for companies elsewhere. Our staff
22 currently is visiting outside this county on
23 a weekly basis and companies are moving in
24 to the county.

25 We have been able to aggressively

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2 market to attract new companies. But, as
3 you said you know, there's only so much that
4 the county can do with the resources that it
5 has.

6 We have partnered very, very well
7 with the state. Heretofore, there was no
8 long term relationship with the State
9 Economic Development Group and those folks.
10 We work together with them every day. We
11 partner with them every day. We partner
12 with our utilities every day in trying to
13 come up with solutions that work for
14 companies to try to stay here and for
15 companies to try and come here.

16 The IDA, as you know, is limited
17 in what it can and can't do with respect to
18 financial relief. I can assure you, and we
19 are open to you, and we'll be available to you
20 to speak with you and your constituencies
21 whenever you need us. We are very proud of
22 what we have done.

23 Mr. Terzulli will speak about, in
24 my opinion, what have been extremely
25 wonderful successes. With your help through

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2 the Local Economic Assistance Corporation,
3 that Legislator Gonsalves, your predecessor,
4 Peter Schmitt, with the foresight to create,
5 has done amazing things in speaking to the
6 very sector that the Comptroller talks
7 about. And the numbers in refinancing for
8 the hospitals and the jobs that we've
9 retained, through the foresight of this
10 Legislature, you ought to be applauded for
11 that, and you will hear those numbers.
12 These are significant successes.

13 I want you to know, I want you to
14 know, and make no mistake about it,
15 economically, this county is going to get
16 stronger, it continues to grow. New
17 companies come here. We meet every week
18 with new people coming here that talk about
19 the idea of doing business in Nassau County,
20 of businesses staying in Nassau County.

21 We are reaching out to whole new
22 elements of the population. To the
23 differently disabled. Do you realize that
24 only 19 percent of the differently disabled
25 individuals in this county have jobs? 19

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2 percent. Able bodied, fantastic human
3 beings, that's where we should be looking,
4 to create jobs for that segment of the
5 population. This administration and through
6 the IDA and the Economic Development Team in
7 the county is working overtime to ensure
8 that.

9 We will talk and you will hear
10 about the hub and what we are trying to do
11 there. These are good times coming for
12 Nassau. They are good times. If we all
13 work together and stay strong, Nassau can
14 continue to grow and prosper. Thank you.

15 Mr. Terzulli, if you'll give the
16 Legislature some numbers, please, I'd thank
17 you.

18 MR. TERZULLI: Thank you, Mr.
19 Kearney. So, realizing that economic
20 development and trying to keep young folks
21 here is a two-fold approach. We need to
22 insure that there are jobs for the young
23 people, but also that they need places to
24 live.

25 So, this administration has

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2 aggressively worked with local developers
3 and local communities that want to redevelop
4 and create transit oriented development. To
5 date, there are over 1,200 units of rental
6 housing in down towns that are either built,
7 under construction, or approved. Those
8 areas include: Great Neck, Mineola, North
9 Hills, Farmingdale, Long Beach and Roslyn.

10 Since we all work in this
11 building, it's pretty clear that if we go
12 across the street on to Old Country Road, we
13 will see two brand new buildings erecting
14 from the ground which will house over 600
15 units of housing, the exact type of housing
16 that people my age, as a 32 year old, want
17 to live in; by a train station where you can
18 get into Manhattan in 35 minutes.

19 The innovation, health care and
20 education sector, as Mr. Kearney alluded to,
21 under the guidance and leadership of this
22 Legislature in 2010, we created our Nassau
23 Local Economic Assistance Corp.

24 To date, we have helped many
25 institutions of higher education and

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2 medical, including Winthrop University,
3 their brand new research facility, again,
4 right across the street in Mineola. There's
5 \$150 million investment that they made which
6 we helped finance. It's a cutting edge
7 Diabetes Research Institute.

8 Cold Spring Harbor Laboratories,
9 the Catholic Health Service System, Saint
10 Francis Hospital, world renowned leaders in
11 medicines and innovation right here, this
12 administration, under the help and guidance
13 of this Legislature, has already committed
14 to helping and already provided assistance.
15 So, we are there. There's more to do, but
16 we are certainly on the right path.

17 We have a great dynamic
18 partnership with the New York Institute of
19 Technology, which we can't get into too much
20 detail at this moment. We will be happy to
21 come back and brief the Leg when
22 appropriate, but they'll be a cutting edge
23 incubator in Nassau County partnering with
24 NYIT, again, creating these high tech jobs
25 which we all know are the cornerstone to

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2 innovation and the cornerstone to economic
3 growth.

4 The film production and digital
5 post production industry in Nassau County is
6 a great story that, if the audience doesn't
7 know, I'm really happy to fill them in on.

8 In 2013 and 2014, combined, there
9 were over 2,000 days of production. 2,000.
10 We compete internationally for films.
11 Spiderman, the Sound of Music Live, Peter
12 Pan Live, Salt, Noah, just to name a few,
13 were shot almost entirely right here in
14 Nassau County.

15 In 2012, over \$180 million in
16 total economic impact was generated as a
17 result of the film industry in this county.
18 It's not just the movie stars and the
19 producers that are coming here. There's a
20 great multiplier effect when it comes to
21 television and film production.

22 The weekly bill at the local
23 bagel store when they were shooting the
24 amazing Spiderman was \$16,000, 16 grand.
25 \$16,000 in one week. That's the type of

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2 ancillary economic benefit the entire county
3 benefits from when we land these big
4 productions.

5 Another great story, innovation
6 sector, which I'm happy to tell, is the
7 company dealer track. Dealer track is
8 probably the most important technology
9 company in Nassau County that nobody's heard
10 of. They are a major major force in
11 automotive technology. Their headquarters
12 is in Lake Success. But they have offices
13 around the country in 20 different states.
14 When they came to us 18 months ago, they
15 said, we're thinking about creating a world
16 headquarters. We don't know where we're
17 going to put it. They hired a really
18 aggressive site selector. This guy, he went
19 to every state that they were thinking about,
20 Texas, Florida, California, the Carolinas,
21 and he shopped this deal around. He said,
22 we're going to build a \$150 million global
23 headquarters for our company. We currently
24 have 350 full-time employees with an average
25 salary of \$96,000, not inclusive of

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2 benefits. The exact type of jobs we want
3 right here in Nassau County and that have
4 been here. They came to us and said, we
5 need your help. What do you think? Working
6 together with New York State and with the
7 utilities, we were able to be competitive
8 with all the other states in the country,
9 and make sure they stay right here in Nassau
10 County.

11 They are building a \$150 million
12 global headquarters right in Lake Success.
13 They're going to keep the 350 employees they
14 currently have, and they're going to
15 generate another 350 employees all at that
16 average salary of \$96,000 a year.

17 We are doing okay. We know
18 there's more to do, but there have been a
19 lot of successes under this administration
20 that I'm very happy to talk about.

21 Some of the other companies to
22 mention quickly, Hanes Celestial. They're a
23 global headquarters right here in Nassau
24 County. They're an international food and
25 beverage, organic food and beverage leader.

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2 Another company which has a
3 terrific name, Supreme Screw from the Bronx.
4 They came to us and said, "We were thinking
5 about Nassau County. We can go to
6 Connecticut. We can go to New Jersey.
7 We're thinking about Nassau. How can you
8 help?" They manufacture precision metal
9 components that are used in defense, robotic
10 surgery, and a lot of other industries.
11 Their machines cost half a million dollars
12 each.

13 They're in the Bronx. Crime is
14 an issue where they are currently. None of
15 the principals are from Nassau County and
16 they come and they say, Mr. Kearney,
17 Mr. County Executive, we know you say Nassau
18 County is safe. We think you're right, but
19 we don't know, we're not from here. So,
20 what did the County Executive do? He called
21 the police commissioner. He said, "come and
22 do this meeting." The police commissioner
23 came and said, "here's my cell phone number.
24 Here's the precinct commander's cell phone
25 number. Here are the crime stats for this

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2 particular area. Whatever you need, call me
3 directly." That's the type of environment
4 we are trying to create here in Nassau
5 County for the business community.

6 We understand tax incentives are
7 not necessarily enough, but it's creating
8 this holistic community to provide benefits
9 for these companies and we're very proud to
10 say, again, after almost two years of
11 discussion and negotiation, Supreme Screw is
12 coming here and they're going to create 50
13 new jobs.

14 We have a great partnership with
15 Launch Pad. I know you're going to hear
16 from Peter Goldsmith in a little bit.
17 Launch Pad, these are real tech incubators.
18 It's great. I was there a couple of days
19 ago. There is one in Mineola, one in
20 Huntington, and soon one in Great Neck. And
21 there may be more under way.

22 You go there and you see young
23 professionals doing things on white boards
24 that I can't even comprehend. Formulas,
25 doing data coding. It's really fascinating

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2 stuff. What Peter said, he said, Nick, you
3 should come here at 8:30 in the morning and
4 hang out by the train station and see all
5 these young professionals come off the train
6 and come work here. We are hopeful that
7 they will be moving into the new buildings
8 that are coming up right around the corner.

9 So, there are good things
10 happening. Peter can certainly speak more
11 about Launch Pad and the technology sector
12 when he gets up to speak.

13 Nassau County is constrained a
14 little bit when it comes to development
15 because there is not a lot of vacant land.
16 A lot of these states where they give land
17 away, they can give it away because there is
18 so much of it.

19 Nassau County is very developed.
20 As a result, the County Executive and our
21 board and Mr. Kearney have come up with a
22 policy called adaptive reuse. We're
23 encouraging developers to come in and look
24 at properties that are up but that are
25 vacant, under developed and under valued,

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2 and say, what can you do within this
3 particular box? Again, using Mineola as a
4 great example, two national developers came
5 in, found office buildings that were vacant.
6 Vacant office buildings on Old Country Road,
7 almost unheard of, can't even think about.
8 They came in and found these properties and
9 said, we know what we can do to turn these
10 properties into income producing properties
11 that would benefit everybody in the
12 community. So, again, adaptive reuse is a
13 policy we're aggressively maintaining.

14 We haven't neglected Main Street
15 or small business. For far too long,
16 industrial development agencies were tools
17 of big developers and big business. When
18 the County Executive came into office, who
19 was a small business owner himself
20 previously, he said, well, wait a second.
21 What can you do? How can we reach out and
22 help Main Street? What can we do to provide
23 assistance to the small and medium sized
24 businesses?

25 We came up with a program, our

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2 leads program, first of its kind in New York
3 State to address those particular issues and
4 to address small Main Street businesses.

5 As a result, we created this
6 program, came out with it two weeks before
7 Super Storm Sandy hit. Sandy hit and now,
8 all of a sudden, there were thousands of
9 businesses that were affected in the flood
10 zone. We reached out. We went into that
11 community and we provided assistance
12 directly to these small businesses, and
13 we're very proud to say, and Legislator Ford
14 was a big help working with her constituents
15 down in Long Beach and Island Park, we
16 provided over \$4 million in tax breaks to
17 over 110 businesses that were affected by
18 Super Storm Sandy.

19 Some of them will tell you to
20 this day, the only assistance we received
21 from any sort of level of government was
22 what you guys did in Nassau County and we're
23 very, very proud of that and I just want to
24 thank Legislator Ford for all of her help
25 with that.

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2 We created an Inventors and
3 Entrepreneurs Club in the county realizing
4 there are so many folks who have ideas that
5 they don't know how to go from point A to
6 point B. We meet every month. It's a safe
7 space for inventors and entrepreneurs to
8 come in. We've had over 2500 people come
9 through the door since we created it three
10 years ago. It's been featured in the New
11 York Times. Again, it's just another tool
12 that we are trying to provide to the
13 business community.

14 As Mr. Kearney alluded to, we
15 realize to be competitive with the other
16 regions, we need to work together with New
17 York State and with our utilities and create
18 a global incentive package.

19 I would like to read, if I may,
20 on record, a correspondence from New York
21 State pertaining to this particular hearing.

22 To confirm our conversation, and
23 this is from Barry Greenspan, deputy
24 director, Empire State Development
25 Corporation, Long Island office:

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2 "To confirm our conversation, it
3 has been a mutually productive relationship
4 between Empire State Development and the
5 Nassau IDA. As New York State's primary
6 economic development agency, ESD depends
7 heavily on our IDA partners across New York.

8 The relationship between our
9 office has been a particularly beneficial
10 one and we look forward to continuing to
11 work closely together for the benefit of
12 county residents. They are the real
13 beneficiaries of high wage job opportunities
14 and increased tax base resulting from many
15 of the projects we work on.

16 Examples of our successful
17 collaboration would include Dealer Track,
18 Hane Foods, and Supreme Screw, but there are
19 certainly numerous other Nassau County
20 companies who have benefitted not only from
21 our combined experience and economic
22 development resources but in our funding
23 programs.

24 We look forward to working
25 closely in the future. Take care."

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2 Just to give the committees some
3 numbers, just so you know it's not all
4 facts, but the real numbers associated with
5 this:

6 The unemployment rate in Nassau
7 County as of December of 2014 was 4.1
8 percent. The lowest in the region.

9 Since this administration took
10 office, the total economic benefit of all
11 the deals that we have worked on is
12 \$10,684,725,5750. Over \$10 billion of net
13 economic impact is coming into the county as
14 a result of the deals that we have done.

15 In addition, another number which
16 is equally important is the total tax
17 benefit. This is the amount of taxes all of
18 the affected taxing jurisdictions will get
19 more than they were previously getting as a
20 result of our deals. That's \$342,710,221.
21 Again, that's more money than these affected
22 taxing jurisdictions would have received but
23 for the deals that we did in those areas.

24 We have created over 7,000 new
25 jobs and helped retain over 5,000. Those

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2 are hard job numbers. Those aren't
3 projections. It's not a multiplier effect.
4 That's the real math. Those are the jobs
5 that are committed to be created in this
6 county and, if they're not, the IDA comes
7 in, and retakes that benefit back.

8 It's been a pleasure speaking to
9 everybody today and I will look forward to
10 taking questions at the end of the program.
11 Thank you.

12 CHAIRWOMAN FORD: Thank you very
13 much. I commend you on your hard work and
14 appreciate the successes of the IDA. I just
15 want to say that it only reinforces my
16 belief that this idea can be implemented.

17 I'm hoping that by working
18 together with you, and with your expertise
19 and your relationship with New York State,
20 we can help bring this idea into a reality.
21 We would like to use that \$10 billion and
22 let George Maragos run with it. So, I thank
23 you. We are going to go a little bit out of
24 order.

25 LEGISLATOR SOLAGES: Thank you

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2 very much for the testimony provided today
3 by the IDA and also by the Comptroller's
4 office, but, yet, I heard two different
5 visions of Nassau County, by the
6 Comptroller's office, he shared how things
7 are very gloomy, that we don't have enough
8 growth, not enough affordable housing.

9 Then, from the IDA, we hear that
10 everything is great, we're working hard, and
11 we have 1,200 new units of apartments. I
12 just feel that both departments are not on
13 the same page. I'm hearing two different
14 visions here. Can you please help expand
15 upon that? Your office and the IDA.

16 MR. KEARNEY: I don't think
17 there's a dispute. I think the issue is how
18 we see it. Obviously we're not there yet,
19 Legislator Solages, but we are making
20 enormous progress.

21 The workforce housing along the
22 rail road was something that the Rauch
23 Foundation talked about years ago. And, as
24 soon as the County Executive came in, that
25 was the first priority. Obviously projects

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2 take time to develop and come to fruition,
3 but they are and they're growing now. These
4 downtowns are starting to be reinvigorated.

5 We're a long way -- I don't mean
6 to imply that we don't have work to do, but
7 I don't believe we're about to slip into the
8 ocean either. I think that there is great
9 hope.

10 LEGISLATOR SOLAGES: But the
11 county is under a fiscal state watchdog
12 group. There are financial and fiscal
13 issues that we should be concerned about.

14 MR. KEARNEY: There is no
15 question about that. And that's why by
16 working within the confines of the
17 constraints put upon the county, in my
18 opinion, we are making enormous progress.
19 But we still have more work to do.

20 I think the Comptroller's concept
21 of a cluster in a health care source is
22 laudable. And we will work together to do
23 whatever we can to implement that vision.
24 We will work with the universities and the
25 hospitals. We're committed to that.

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2 LEGISLATOR SOLAGES: This
3 question is for yourself and the other
4 Comptroller. What plan do we have with
5 respect to affordable housing? We all can
6 talk about a plan, but what plan do we have,
7 and my colleague agrees with that, what plan
8 do we have with respect to affordable
9 housing?

10 MR. KEARNEY: With respect to the
11 IDA, we wait for an applicant, a developer
12 to come to us. We are not a housing agency.
13 We don't go out and select sites for
14 housing. We wait for developers who select
15 sites, acquire sites, and bring an
16 application to us. They have been doing
17 that.

18 LEGISLATOR SOLAGES: Thank you.
19 And if we can hear from the Comptroller on
20 that briefly and then I know that Legislator
21 Ford would like to proceed with the hearing.

22 COMPTROLLER MARAGOS: I did not
23 mean to imply that a lot of good work has
24 not been done. A lot of good work has been
25 done and continues to be done, otherwise our

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2 county would have been a lot worse.

3 But I feel that we need to pick
4 up the pace because the world is
5 accelerating. We are in a global
6 competitive economy and we have to become
7 the best in something. We can do everything
8 else and we must be doing everything else,
9 but we also need to have a focus and become
10 the best in something. That's what's going
11 to accelerate economic growth going forward.
12 That's what's going to bring a huge amounts
13 of investments into our communities. That's
14 what's going to create the jobs and the
15 housing that we need.

16 Opportunities have to come first
17 in order for our kids to stay here. I think
18 that's building that synergism by focusing
19 on something that we are going to be the
20 best in the world at. I think it's going to
21 accelerate our economy and it's going to
22 have huge economic dividends going forward
23 and make Nassau County a tremendously
24 exciting place to work and live.

25 LEGISLATOR SOLAGES: Thank you,

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2 Comptroller. I know that we are pressed for
3 time.

4 CHAIRWOMAN FORD: Thank you,
5 Legislator Solages. I don't like to cut him
6 off but we are pressed for time, and I'm
7 going to ask Mr. Rich Guardino, the Vice
8 President and Executive Dean of the Breslin
9 Center for Real Estate Studies at Hofstra
10 University.

11 MR. GUARDINO: Good afternoon.
12 Chairperson Ford and members of the
13 Economic, Development and Labor Committee.
14 Thank you so much for inviting me here this
15 afternoon. I'm vice president for Business
16 Development at Hofstra University. Stu
17 Rabinowitz couldn't be with you this
18 afternoon but he does send his warm regards.

19 I couldn't help reminiscing a
20 little bit being in this chamber today. I
21 served on the Board of Supervisors from 1993
22 to 1995. At that point in time I had black
23 hair and I think I have become an example of
24 the aging population here in Nassau County.

25 Hofstra is deeply committed to

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2 the well being of this region, of Long
3 Island and our neighbors. We have a great
4 stake in the vitality of the region with
5 \$2,600 employees; 12,000 students; 240
6 acres; and 115 buildings. We really
7 appreciate the vision that George Maragos,
8 the Comptroller, has put forward, for a
9 health care cluster here in Nassau County.

10 I also want to, because I do work
11 in business development, I want to
12 congratulate Joe and Nick for the fine job
13 they are doing at the IDA. I serve on the
14 Long Island Regional Planning Council and we
15 see first hand some very positive
16 development happening here on Long Island
17 and they are doing a fine job.

18 Hofstra's a great partner to
19 Nassau County in bringing young people to
20 our area. You may not realize it, but 50
21 percent of our students now actually come
22 from out of state.

23 There's another ten to 15 percent
24 on average that are New Yorkers from outside
25 of Long Island. We wholeheartedly agree

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2 that Nassau has significant health care
3 assets and can be an engine for economic
4 growth and has tremendous potential for the
5 future. The importance of the health care
6 industry is evident in the health care
7 programs that we offer in seven of our
8 schools.

9 I'm just going to take a few
10 moments to talk to you about a few of the
11 programs. I'm sure you are aware of the
12 fact that we have partnered with North Shore
13 LIJ in the Hofstra North Shore LIJ School of
14 Medicine. This is the first school
15 Allopathic School of Medicine to be
16 developed in New York State in 45 years.

17 North Shore LIJ is a great
18 partner for us. They are now, and this
19 statistic is as recent as this morning,
20 where Michael Dowling spoke at the
21 university, but they are now the largest
22 private employer in New York State. As of
23 April, they will have 64,000 employees.
24 They hire on the average of 125 employees a
25 week.

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2 The School of Medicine is built
3 upon a strong partnership between the
4 clinical and graduate medical education
5 programs at North Shore LIJ, and the robust
6 research and academic programs at Hofstra
7 and the Feinstein Institute for medical
8 research. Kevin Tracy heads up that
9 institute. If you happen to be doing some
10 casual reading in scientific American this
11 weekend, you will see that he has a peer
12 reviewed article in that national and
13 international journal.

14 The school's medical, the schools
15 innovative curriculum integrates biomedical,
16 social and clinical sciences of medicines
17 throughout the student's four years. And
18 that curriculum has become a model for
19 medical schools across the country.

20 Just to give you briefly as an
21 example, as the students come to their first
22 year at the medical school, they are all
23 qualified as emergency medical technicians.
24 Within the first weeks of them being
25 enrolled in the school, they are actually

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2 out on ambulances doing clinical work.

3 This spring will graduate our
4 first class from the medical school. If you
5 happen to be on Hempstead Turnpike, you'll
6 see that we've added to the facility. We
7 are going to open next week another 64,000
8 square feet there and we have full
9 accreditation from the liaison committee in
10 medical education.

11 In the school of health science
12 and human services, there are many health
13 care management programs. We offer two
14 physician assistant programs. We offer a
15 bachelor of science and health science and a
16 bachelor of science in community health. We
17 also offer a Master's in public health,
18 health administration, audiology, speech
19 pathology and many others.

20 We have a new school of
21 engineering and applied sciences, and
22 Hofstra has an undergraduate program in
23 bio-medical engineering. As I'm sure you're
24 aware, bio-engineering is the application of
25 engineering concepts, methods and techniques

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2 to biology and medicine. It's what bridges
3 the gap between the life sciences and the
4 physical sciences. Hofstra offers a fully
5 accredited engineering science degree with
6 specialization in bio-engineering. This is
7 just a sampling of our programs. I don't
8 want to bore you with all the academic
9 programs we do have.

10 We've seen our enrollment grow
11 dramatically in our biology and chemistry
12 programs. In our new school of engineering
13 and health sciences, we have doubled our
14 enrollment over the past several years. We
15 seen great employment opportunities for our
16 graduates in these programs and, working
17 with North Shore LIJ, we intend to grow
18 them.

19 Let me add one more thing to
20 this. That is, we see the Nassau hub as an
21 ideal location for research facilities that
22 would connect the medical and engineering
23 schools, and it would also connect and, Ken
24 Saunders, the president of Nassau Community
25 College is here. There's a new science

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2 center there, and would also connect with
3 the programs at Nassau Community College.

4 Forest City Ratner will be
5 breaking ground on a new coliseum this
6 summer that will include a restaurant and
7 entertainment complex. The south side of
8 the hub property can accommodate a research
9 complex if a parking structure is built on
10 the property.

11 I know that County Executive Ed
12 Mangano is working hard to obtain the funds
13 for this garage and Governor Cuomo has
14 included some funds in his proposed budget.

15 The redevelopment of the hub can
16 be a regional and national model for
17 suburban development and hopefully we will
18 have everyone's support to get that off the
19 ground.

20 Thank you so much for inviting me
21 here this afternoon.

22 CHAIRWOMAN FORD: Thank you very
23 much. Hofstra University really does have a
24 great reputation, and it's not just here in
25 Nassau County, but, as you said, that so

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2 many students come from out of state, and
3 I'm sure you get a lot of foreign students
4 as well.

5 One quick question because I know
6 that you graduate a lot with all of these
7 degrees and whatever, would you know how
8 many of your graduates are able to still
9 work here in Nassau County or do you find
10 that a lot of them graduate and then have to
11 go elsewhere to find employment?

12 MR. GUARDINO: We do very well
13 with employment. We have statistics on how
14 many of our students are employed within a
15 six month period or pursuing graduate
16 programs. I don't know that we've broken it
17 out locally, but I can tell you there have
18 been a number of studies.

19 I think some of the statistics
20 George has, if you look at the index report,
21 there is no question that we have a very
22 serious problem with young people leaving
23 the island. If you look at that cohort from
24 18 to 34, and I think there's some recent
25 statistics in the last index report, you

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2 will see that we are below New York City. I
3 forget exactly what the number is, which is
4 pretty amazing. My family came from
5 Brooklyn, came from Sheepshead Bay, and they
6 moved out here. What I'm hearing from all
7 my contemporaries now, is that young people
8 want to move to Brooklyn. That's where they
9 want to be.

10 CHAIRWOMAN FORD: Go figure,
11 right?

12 MR. GUARDINO: So, if you look at
13 those statistics, you will see that there's
14 actually a higher percentage of that cohort
15 in New York City than there is on Long
16 Island.

17 I think the hopeful thing is,
18 that the universities, and all the
19 universities here are importing young
20 people. They're bringing in young people
21 here. With the vision that we have for
22 health care and some other economic
23 development initiatives that we have here, I
24 think we're on the stage in terms of
25 bringing them back. I don't want to go on.

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2 But there's a lot of good things happening
3 as referred to earlier in terms of
4 development and what's happening right here
5 in Mineola, it's happening in Farmingdale.
6 It's happening in Westbury.

7 I think we are beginning to see a
8 change in the mentality. I will just throw
9 two other numbers at you. For the first
10 time, when the index did their report this
11 last fall, over a 50 percent, a majority,
12 would consider living in multiple dwellings
13 on Long Island. That is dramatic change.

14 The other thing that has changed
15 dramatically, and we live in a very diverse
16 county, becoming more diverse every day,
17 that if you go back to the 1970s, 50 percent
18 of the population were families with
19 children. That's now down to 26 percent.
20 So, our population has changed, and we have
21 to start changing, not only what we do in
22 terms of our economy and opportunities, but
23 our housing as well.

24 CHAIRWOMAN FORD: Thank you very
25 much. We just have Legislator

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2 DeRiggi-Whitton who has a comment and a
3 question.

4 LEGISLATOR DERIGGI-WHITTON: I
5 just have a comment more than anything. As
6 a Hofstra grad from 1990, every time I go
7 back there I'm so impressed. I think that
8 Hofstra represents what Nassau can do as
9 well. It's just building in every area.
10 It's a very positive feeling.

11 I want to ask you, do you know,
12 there is a university in Miami has the
13 Diabetes Research Institute right on the
14 property, and it's one of the major leaders
15 in diabetes research. I wonder sometimes
16 like if there's a way we can combine with
17 other charities even just to draw them to
18 Nassau.

19 Actually, when that building was
20 built in the university of Miami, the labor
21 unions and all donated their time and made
22 this beautiful facility. It helped that
23 whole area as far as brining in jobs and
24 bringing in a very reputable institution
25 with the university. Have you teamed up

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2 with --

3 MR. GUARDINO: We try to be a
4 very good neighbor. I don't know if you
5 realize that the INN, the Interfaith
6 Nutrition Network, was actually founded at
7 Hofstra and we continue to be supportive.
8 Next month the Alzheimer's Foundation is
9 going to be having an event on the campus to
10 invite our young people to familiarize them
11 with some of the struggles with the disease.
12 They actually bring in a band as well and
13 make it a very entertaining thing.

14 The Feinstein Institute for
15 Medical Research which is at North Shore
16 LIJ, as I mentioned earlier, they have a
17 tremendous research program there. They are
18 working very diligently. They are coming
19 with up some interesting therapies for
20 infectious diseases. We are always willing
21 to collaborate and work with folks.

22 I think that part of what we hope
23 to see here, and when we start to talk about
24 the county, the academic community, the
25 state working together, I think if we can

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2 start to collaborate and pull these
3 resources, and this is certainly something
4 that has been recommended by the
5 Comptroller, that we can build these things.
6 It is a collaborative effort that includes
7 not for profits as well as the academic
8 institutions.

9 LEGISLATOR DERIGGI-WHITTON:

10 That's what this has to do with it, just to
11 answer. The bottom line is, I think with
12 not for profits, combining with our desire
13 to -- I would love to see Nassau County. I
14 couldn't pick a better thing that I would
15 like to see happen here as far as medical
16 research.

17 But, again, maybe trying to reach
18 out to a number of the non-for-profits,
19 because they already got the ball rolling in
20 a lot of different areas, and they might be
21 more willing to come to Nassau County also
22 with the proximity to New York City.

23 And, one last thing, and I won't
24 take up any more of your time. If I did my
25 math right, I think you served with Donald

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2 DeRiggi?

3 MR. GUARDINO: Yes.

4 LEGISLATOR DERIGGI-WHITTON:

5 That's my Dad.

6 MR. GUARDINO: I know. Great
7 gentleman, pleasure to work with him.

8 LEGISLATOR SOLAGES: Good
9 afternoon. I want to thank you again for
10 being here.

11 MR. GUARDINO: Carrie, you still
12 have black hair, you know, public service
13 will do this to you.

14 LEGISLATOR SOLAGES: I have a
15 couple of gray hairs.

16 I wanted to thank you again for
17 being here. You mentioned that you served
18 as the supervisor of the Town of Hempstead
19 and also you served during a time in which
20 the hub was envisioned.

21 The Comptroller in his report
22 describes a light rail system. I would like
23 to know your view on this in terms of its
24 feasibility and cost as mentioned by the
25 Comptroller in his report.

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2 MR. GUARDINO: I have had a
3 chance to look, and I'm going to date myself
4 here a little bit. Those studies go back
5 probably to the late '90s. There's probably
6 been three different iterations. You
7 finally have a comprehensive report. I
8 think it's excellent. I think that if we
9 can get this thing funded, it would be a
10 tremendous boost to the area, really pull
11 things together, and, again, serve as a
12 model for suburban development.

13 LEGISLATOR SOLAGES: Thank you.

14 CHAIRWOMAN FORD: Thank you very
15 much. The next speaker will be Dr. Victor
16 Politi from, I'm going to say NUMC, but I
17 know it's really New Health.

18 DR. POLITI: Thank you,
19 Legislator Ford, legislators, members of the
20 Nassau County Committee on Economic
21 Development and Labor. Dr. Victor Politi,
22 I'm the president and CEO of NuHealth,
23 Nassau University Medical Center.

24 So, I would just like to say that
25 NuHealth, NUMC, is basically part of growth

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2 in Nassau County. We feel that the health
3 care industry in general is poised to grow
4 and position ourselves to provide meaningful
5 jobs and competitive salaries to growth here
6 in Nassau County.

7 NUMC has a unique position. We
8 are the safety net hospital here in Nassau
9 County. We're centrally located here on
10 Hempstead Turnpike in East Meadow. We
11 provide a lot of care to the underserved.
12 We have about 50 percent of our patients are
13 Medicaid patients. About 25 percent of
14 those patients have no insurance at all. A
15 lot of those are undocumented aliens.

16 So, we basically provide care to
17 a lot of patients that can't pay the bill
18 and basically that's our mission and we're
19 proud to do it and we provide the excellent
20 care that they need as they would if they
21 did have insurance. There's no difference
22 in the care.

23 But this takes a lot of strain
24 off some of the local hospitals that put a
25 strain on to our hospital as well.

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2 But, in growing and changing,
3 there's going to be called a DSRIPP. I'm
4 not sure. There's a lot of health care
5 people in the audience will know what DSRIPP
6 is. It's Delivery System Reform Incentive
7 Payment Program. That comes out of the
8 government as triple aim program for change
9 of health care here in New York State.

10 The federal government provides a
11 lot of money to the state to be trickled
12 down to local PPSSs, or provider systems, and
13 there are 25 PPSSs in the state.

14 Here in Nassau County, we are the
15 lead, Nassau University Medical Center is
16 the lead hospital, under us is the North
17 Shore Health Care System lead by Long Island
18 Jewish with a large percentage of Medicaid
19 patients from Queens, and the Catholic
20 Medical Centers lead by Mercy Hospital, and
21 that percentage of patients, and, as a
22 matter of fact, St. John's Hospital in
23 Queens as well.

24 Now we are looking at Medicaid
25 patients and they are going to provide money

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2 to the hospitals to do a whole paradigm
3 shift in medicine, where they don't want
4 patients coming to the hospital and being
5 admitted to the hospital for avoidable
6 admissions. So, there is going to be a lot
7 of money available to hospitals, through
8 RPPS, to change the way medicine and care is
9 delivered. No longer will it be a volume of
10 care but more of a value of care. Hospitals
11 will now be taking on risks of patients in
12 their community to keep them healthy.

13 And now, what that means, is
14 that's going to trickle down to 25 percent
15 less admissions to the hospital over five
16 years. So, we're cutting back the 25
17 percent admissions in these hospitals.
18 Those patients have to be treated in
19 outpatient facilities.

20 So, you are going to see money
21 going down to medical offices, clinics,
22 behavioral health, outpatient drug treatment
23 centers, and even down to physicians'
24 levels.

25 In our PPS alone, we have 8,400

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2 partners, medical providers, here in Nassau
3 County that are part of our system. Every
4 one of them are poised to take on more
5 patients and grow.

6 So, what we're talking about here
7 is the health care industry in general here
8 in Nassau County growing by leaps and bounds
9 over the next five years as we change that
10 shift of patients getting admitted to the
11 hospital to being treated by physician
12 offices, urgent care centers, and outpatient
13 facilities.

14 So, how do you do that? It's
15 labor intensive. We are going to have to
16 hire people known as care managers. Patient
17 navigators, home health nurses, even
18 paramedics that are going to be trained in
19 paramedicine that are going to go to the
20 homes and check on patients; phone calls,
21 what is your glucose level today; how much
22 insulin did you take? If you hold onto
23 water from congestive heart failure, what is
24 your weight? Are you holding on to water?
25 They'll be adjusting medication via the

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2 phone and patient visits. Just a large
3 health care industry that we can actually
4 look at going forward to develop and grow
5 Nassau County.

6 It's going to be going across the
7 state, but we are so concerned here with
8 Nassau County, with Nassau University
9 Medical Center being the lead.

10 So, Nassau University Medical
11 Center itself employs about 3,000 civil
12 service employees, so we are a pretty large
13 provider. We have about 5,000 total
14 employees in the building itself including
15 non civil service. We have five federally
16 qualified health clinics that are located
17 throughout Nassau County's poorest areas
18 that provide probably for about 100, 000
19 patients per year. So, we're out there and
20 we're providing our care, the best care, to
21 the population,

22 But we're not only doing that, we
23 are changing things within the Nassau
24 University Medical Center itself. The
25 building that you see on Hempstead Turnpike,

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2 19 stories tall, I have been there a year,
3 we have a brand new ER, \$38 million, state
4 of the art level one trauma center that will
5 be second to none anywhere in the country.
6 Two heliports, open a new labor and
7 delivery, that you think it's in the Ritz
8 Carlton, it's really that nice.

9 Today we cut a ribbon on brand
10 new intensive care units; surgical, medical,
11 pediatric, state of the art intensive care
12 units. So, God forbid, something happens,
13 you get seen by board certified guys in the
14 ER, brand new ER, go up to some eight great
15 operating rooms with great surgeons, top
16 trained doctors and nurses, and then you go
17 to a brand new ICU.

18 So, right here you have a diamond
19 in the rough on Hempstead Turnpike in Nassau
20 University Medical Center, but it's a public
21 hospital, it's a public benefit corporation.
22 This is the people's hospital. We are there
23 to provide care to the uninsured, to the
24 Medicaid patients. That's our mission. We
25 take it to heart. And everyone in that

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2 building feels that way.

3 So, we are looking to grow with
4 the district program. Those are the
5 patients we want to treat. Those are the
6 patients we want to get in there to work
7 with. We have certain things, as a safety
8 net hospital, that we just can't under
9 store.

10 So, we do a lot of training as
11 well, and I know there a lot of educators
12 here. Do you know that we have about 29
13 different schools in that hospital
14 undergoing training?

15 So, all the schools such as the
16 nursing schools and physicians, medical
17 schools, they have two years of in classroom
18 training where they go to a classroom and
19 they sit there and learn, but then they have
20 two years of going to the hospital to get
21 their clinical training. So, guess where
22 they come? Besides, all hospitals are doing
23 it, but Nassau University Medical Center has
24 29 various schools, everybody from LPNs,
25 from V program, from nursing programs, from

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2 Adelphi and Molloy and Nassau Community
3 College, all the way up to physicians that
4 are being trained from Nikon, American
5 University, Caribbean, and many other
6 schools. So, we do a lot of training in
7 that hospital as well.

8 Last year we trained over 1,000
9 nursing students. So there's a huge
10 opportunity in these hospitals to do some
11 training, to reach out to the different
12 programs and we're doing that continuously.
13 We are reaching out to other universities in
14 the area to offer them space in the
15 hospital, classroom space in the hospital,
16 welcoming their students into the hospital
17 to learn.

18 We are also building, or have 158
19 residences on that campus that we use for
20 the residents. So the residents that come
21 from outside New York State that want to
22 train in our facilities have an option to
23 have a market value housing right there on
24 our campus. As well as A. Holly Patterson
25 Nursing Home, a 589 bed nursing home in

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2 Uniondale, we're in the process of building
3 388 houses on that property right now. So
4 that will bring some affordable housing down
5 into that Uniondale area as well.

6 I just wanted to get that out
7 there to talk a little bit about Nassau
8 University and what we are doing, and that
9 we look forward to working together with you
10 and applaud yourselves, the County
11 Executives, Comptroller Maragos, and the IDA
12 for all the work they're doing.

13 So thank you very much for this
14 opportunity.

15 CHAIRWOMAN FORD: Thank you very
16 much, Dr. Politi. And I know that you've
17 done a lot of work, and, for all of us up
18 here, we appreciate the great turnaround
19 with NUMC, but you also probably didn't
20 realize as you were making your comments,
21 you extended an invitation for all of us to
22 take a tour of the NUMC site.

23 DR. POLITI: We would love that.
24 Any time. Thank you very much.

25 CHAIRWOMAN FORD: They'll set one

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2 up. I thank you very much.

3 Our next speaker will be from the
4 medical field as well, Mr. Justin Burke from
5 Winthrop Hospital.

6 Okay. Then the next speaker will
7 be Mr. Peter Kenny from New York Institute
8 of Technology.

9 MR. KENNY: Thank you, ladies and
10 gentlemen. My name is Pete Kenny and I'm
11 the University Chief of Staff for the New
12 York Institute of Technology, NYIT.

13 For those of you who don't know,
14 NYIT operates one of the largest medical
15 schools in the United States. We have been
16 producing doctors, osteopathic physicians,
17 for over 30 years. So, each year our
18 graduating class of over 300 new physicians,
19 the vast majority stay in the New York metro
20 area.

21 So, if you have a family
22 practitioner who is taking care of you and
23 your children, there's a good chance he's a
24 graduate of NYIT com. And, with that
25 comment, I would also like to thank the

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2 representatives of the hospital systems
3 here, NYIT com has relationships with over
4 35 medical centers, hospitals, and other
5 health care facilities in the region that
6 educate, not only our doctors, but our
7 physician assistants, our nurses, our
8 physical therapists, and occupational
9 therapists, and we're very proud of our
10 medical program.

11 That's not why I'm here today.
12 There are two things that I want to bring to
13 the Committee's attention in terms of the
14 assistance that you are giving, and have
15 given, and can give to NYIT which will help
16 the Nassau County economy.

17 The demographic trends identified
18 by the Comptroller are exactly on the money.
19 They are extremely accurate. They are the
20 same numbers and trends that our university
21 has been aware of for a number of years.
22 Frankly it's not the 1960s. People aren't
23 having babies like they were. And the kids
24 on Long Island, the numbers just aren't here
25 anymore, and they're not going to be here

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2 for the foreseeable future. Those
3 demographic trends are irrefutable. What
4 that means is declining enrollment, not only
5 for NYIT, but our sister universities on the
6 Island. So, if we want to stay in business,
7 and NYIT is a not for profit university, if
8 we want to stay in business, we have to look
9 outside the New York metro area for
10 students.

11 Now, we have been very successful
12 in the past few years because of our global
13 footprint in enticing young men and women
14 from China, India, France, Brazil, actually
15 over 100 foreign countries to come and study
16 in New York.

17 But, if we want to sustain
18 ourselves as a viable educational
19 institution, with the kind of student body
20 that we want, that means American students.
21 In order to go out and recruit American
22 students outside of New York, and I'm
23 talking about California, Arizona, New
24 Mexico, Texas and Florida, that's where the
25 American kids, in order to get those kids to

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2 come to New York, we are currently pursuing
3 the largest construction project in
4 university history.

5 That's where Nassau County comes
6 in. Because Nassau County has been
7 incredibly helpful in terms of helping NYIT
8 get ready to bond that construction project.
9 Without new residence halls and a new
10 community center on our old Westbury campus,
11 we will not be successful in attracting
12 American kids to our Old Westbury campus.

13 So, the support of Nassau County
14 is paramount to help us get the funding, not
15 only the funding, but to help us with New
16 York State, the environmental laws, help us
17 with our local town and village planning
18 boards, that construction project that
19 Nassau County is already behind the
20 university on, is our number one project,
21 and that will mean continued success for our
22 university.

23 Number two, I would like to bring
24 your attention, and it's already been
25 mentioned by Nick, Nassau County IDA has

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2 been very helpful in the last couple of
3 years pursuing the development of a research
4 facility in terms of cyber research and
5 development. We have a close relationship
6 with the national security agency. We are
7 the only university qualified on Long Island
8 to a variety of national security agency
9 standards.

10 So, our top 25 engineering school
11 has a focus on cyber research and
12 development. We intend on establishing a
13 cyber research facility either on our Old
14 Westbury campus or in conjunction with the
15 Nassau County IDA in close proximity to our
16 Old Westbury campus where we'll pair up with
17 industry tech partners such as IBM, we a
18 close and abiding relationship with IBM and
19 their big data program, but a number of
20 other high tech companies, we plan on
21 brining them to this research incubator.
22 Much like you see at Cal Poly or Cal Tech or
23 MIT, these incubators have a tendency to
24 spinoff separate LLCs and for profit
25 businesses and that's our intention here in

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2 Nassau County.

3 So, from the perspective of NYIT,
4 we want to thank Nassau County very much for
5 your support in terms of helping us pursue
6 our large construction project in Old
7 Westbury.

8 Number two, we want to really
9 thank the Nassau County IDA for their
10 continuing support on helping us find a
11 research space for our cyber research
12 facility. Thank you very much.

13 LEGISLATOR DERIGGI-WHITTON: I
14 just wanted to give you a compliment. I've
15 been hearing very good things about your
16 Parkinson's Treatment Center as well. I
17 unfortunately know a number of people that
18 go there regularly but it's excellent.

19 MR. KENNY: We are very proud of
20 the Parkinson's. In fact, I wasn't going to
21 speak to our medical program but if I can
22 add one more thing.

23 We are also getting ready to
24 stand up a new sports injury clinic at NYIT.
25 So, we are very proud of our medical

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2 programs. It's really the crown jewel of
3 our university. I encourage everybody to
4 come out to Old Westbury to visit it. It's
5 a tremendous group of young men and women
6 going to school there. We also have
7 extensive research labs there as well, NAH
8 funded.

9 But today's focus is to thank you
10 for our construction program and our new
11 resident halls and our new cyber research
12 facility which we hope to get up and going
13 this year. Thanks very much, folks.

14 CHAIRWOMAN FORD: I thank you
15 very much for your comments. And, really,
16 NYIT, it's a great partnership. And, also,
17 with the IDA, Nick Terzulli had mentioned
18 about after Sandy, the work they did, we had
19 a lot of businesses that basically went
20 under water, that was the reality of it. By
21 their initiatives, they were able to help
22 bring a lot of businesses back.

23 So, I'm always happy, and this is
24 like, I guess, to capitalize on everybody's
25 success, and your energy, to say how do we

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2 then move forward and what else can we
3 create here in Nassau County.

4 Because even with your research,
5 and I'll give a plug in for diabetes
6 research, that if you are doing so well with
7 Parkinson's, how about, especially with
8 childhood diabetes? There is a lot of
9 research that needs to be done and, if we
10 can do that right here in Nassau County, I
11 think we all will be the better for it.

12 So I thank you very much and
13 NYIT. Thank you. Moving on, we're now
14 going to hear from Eric Alexander from
15 Vision Long Island.

16 MR. ALEXANDER: Thank you,
17 Legislator Ford, for holding the hearing,
18 and Presiding Officer Gonsalves, and many of
19 you, who we have worked very closely with.

20 I know Legislator Ford, you
21 worked so closely with the small businesses
22 in your district post-Sandy to really bring
23 job opportunities back and that's just been
24 tremendous.

25 Comptroller Maragos, your report

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2 hit our submit last November, over 1,100
3 businesses, government community leaders,
4 and it was a hot topic and certainly you
5 were able to present your information and
6 certainly has opened up a lot of eyes as far
7 as bringing some of the information you've
8 been hearing from some of the speakers
9 before me in the health care clusters that
10 we're not certainly aware about the way we
11 should. So I think there are some real
12 opportunities.

13 I'm glad to be at the Nassau Leg
14 today in talking about health care clusters
15 and job opportunities and not talking about
16 casinos. So I think we're glad to hear
17 that.

18 This higher forum of economic
19 development. We understand the economic
20 crisis the county has faced, and county
21 residents has faced in many years. It's
22 been painful for small businesses, painful
23 for folks who lost credit, job and housing
24 opportunities are limited. Some people are
25 leaving our region. People are spending

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2 less. And they have diminished
3 expectations.

4 So while the unemployment numbers
5 are lower, and certainly the county is doing
6 a fantastic job in a lot of different areas,
7 there is a struggle in the public. There is
8 really in general a lack of public trust,
9 diminished public trust in government and
10 institutions, and a lack of trust in big
11 solutions and big ideas and big regional
12 planning.

13 I think we are seeing a hyper
14 local approach emerge. There was a poll
15 just released today saying that people trust
16 their local government to solve problems in
17 higher percentages and manage tax dollars
18 and other things.

19 So, what's good about a hearing
20 like this is that there's trust in the local
21 government and the county certainly to move
22 some things forward on the local level. So
23 I'm glad we are having this conversation in
24 the local framework.

25 So, let me move from the negative

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2 stuff to some good economic news. We know,
3 our organization knows, that there are folks
4 who want to invest in Nassau County. They
5 are investing in Nassau County.

6 There are developers, small and
7 large, who want to build mix use, they want
8 to build multi-family housing, they want to
9 bring jobs in on the industrial side. There
10 is interest. There are entrepreneurs and
11 small businesses that want to set up shop in
12 our down towns and main streets. That's the
13 good news. There's energy. People are
14 buying property. People are seeking to
15 rezone. People are seeking consensus in
16 local communities and we're glad to see
17 that.

18 The other good news is, these
19 forms of development we see are coming
20 online are going to be tax positive compared
21 to other single use forms of development in
22 Nassau County over time. Mixed use
23 development provides two to ten times the
24 amount of property and sales tax revenue
25 than single use suburban redevelopment.

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2 One example of that is in down
3 town Huntington Village, but two of the
4 developments that we help plan and track in
5 the village bring, for the same amount of
6 property, 220 or \$350,000 per acre versus
7 the \$775,000 and \$87,000 per acre in single
8 use development within that downtown
9 village. Certainly we can track this and
10 talk to tax assessors all over the island
11 and see that, again, we are bringing -- this
12 type of development brings more robust
13 opportunities into the downtown areas.

14 There is a certainly a reduction
15 and more efficient use of infrastructure and
16 municipal cost and less school kids that
17 come in with this new form of development,
18 so we're happy to see that.

19 We've also seen benefits to small
20 businesses. Some of the new developments in
21 downtown Glen Cove, there's been a ten
22 percent increase in business activity there.
23 In downtown Farmingdale, some of the new
24 transit oriented development that has moved
25 in that we have helped plan, 21 shops opened

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2 out of the 26 vacancies that were there
3 within six months of the approval. So, we
4 are going to see this activity as these
5 projects come on line. So that's the good
6 news.

7 So, when we talk about these
8 projects, what are we talking about? On
9 Long Island, over the last eight years, ten
10 thousand units of transit oriented
11 development have been approved, 6,500 in
12 Nassau and 3,500 and change in Suffolk.

13 30 different communities in
14 Nassau County, nearly 30 communities, and
15 almost 20 in Suffolk are either approved,
16 planning, or actively trying to envision and
17 get this type of investment in their main
18 streets.

19 So, again, it's every town, North
20 Hempstead, Oyster Bay, Hempstead, Glen Cove,
21 Long Beach. There's a lot of activity.

22 So, on the residential and mixed
23 used development side, we're seeing
24 multifamily rental, mixed used development,
25 some condos, but different forms of housing

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2 come on line to feed the main streets.

3 So, what does this also do?

4 There's an office market in the downtown
5 area. The vacancy rates are lower on main
6 streets than they are in office parks. So,
7 what that means is, folks want to be on Main
8 Street. They don't want the grandfather's
9 office park. They want to be near
10 activities, bars, restaurants, shops, other
11 services, and maybe live close by, or
12 certainly be close to the train station to
13 get into the city where there's more
14 activity and life.

15 You'll hear a lot from Peter
16 Goldsmith and Launch Pad, and it is just a
17 fantastic entity that is doing this. This
18 isn't an academic theory. This is real.
19 This is happening live as we speak. We are
20 excited to work very closely.

21 Nix retail restaurants are
22 driving Main Street redevelopment, other
23 support of nix retail around it. Again, I'm
24 a cigar guy, so I go to every like downtown
25 cigar shop, but, you know, whatever you like

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2 doing. There's a wine bar in my downtown.
3 There's all different activities that are
4 happening on Main Street. I think we want
5 to encourage that, and the retail market is
6 going to change.

7 The demographics, this isn't just
8 any one demographic. There's millennials
9 that want this, and, again, you're going to
10 hear from Jeff Guillot and Skye and
11 Jeanmarie, and they have a conference on
12 suburban jobs and millennial jobs happening.

13 We have a use summit out at
14 Dowling College. A lot of the high school
15 kids are showing this trend. ARP, seniors
16 have produced a report that says they want
17 to stay on Long Island, some want to stay in
18 their homes some want to stay in their
19 communities with different housing options.
20 They are economically anxious of their
21 future and their prospects here, so there
22 needs to be things done to keep that market
23 segment and all their purchasing power here
24 on the Island. So, it's not just about the
25 young people. It's about the seniors too.

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2 Also, it's about the new
3 immigrant startup businesses we're seeing.
4 There was a report just released, it says
5 the small business sector has a real robust
6 amount of new immigrant businesses, and not
7 just restaurants, but just about every
8 trade. Again, filling up main streets as
9 well. That's exciting.

10 Again, we heard, there was
11 another poll that was mentioned, but we do
12 polls every two years with SUNY Stony Brook
13 and the preference for living in down towns
14 has started -- when we did the poll
15 originally, 30 percent, it's now up to 46
16 percent.

17 Nassau County is 52 percent.
18 Suffolk not as much. Folks want to be more
19 rural out there. That's okay. We're real
20 believers that folks live where they want
21 to. This is America. They have choices and
22 communities are not a model culture.
23 There's all different forms of communities.

24 So, let me wrap up my general
25 comments and say, what's an action plan

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2 moving forward?

3 There are many things that you
4 are doing already and things you could do to
5 assist, and to bring job opportunities down
6 here.

7 First off, your IDA should just
8 keep doing what it's doing. There's 1200
9 units of the 6,500 units approved in the
10 last number of years that the IDA has
11 supported. We had begged the county in past
12 years to support multi family and mixed use
13 development. This administration has done
14 that. We are thankful of that. The project
15 in Farmingdale would move forward. It's
16 been delayed for many years without that
17 support. So, we definitely thank the IDA.

18 Right now we would also say,
19 local IDAs are under attack by the state,
20 and there's maybe regulations that change
21 their ability to do things. So there's
22 questions regarding that. So, let's protect
23 the Nassau IDA so they can do what they
24 need.

25 Infrastructure and water. The

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2 Bay Park treatment plant that you moved
3 forward is certainly going to help the
4 Hempstead redevelopment and other
5 redevelopments throughout Nassau County.

6 Other things you're due to
7 upgrade, Cedar Creek, and protect the water
8 supply, are critical, and we know that the
9 county is working on that right now and
10 we're glad to be briefed by Presiding
11 Officer Gonsalves on that point at our board
12 meeting the other day. Thank you.

13 We know there's support for
14 complete streets. If you're going to have
15 people walking, you're going to have people
16 in down towns and jobs, you need to have our
17 roads safe. That's key.

18 You need to have other forms of
19 transportation; bus service. You need to
20 invest more dollars in the bus system to
21 keep the state match at the level that it is
22 and keep the routes going to get people to
23 work. That's key.

24 We did hear reference to a report
25 that was done many years ago with the Nassau

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2 hub. This current version of the report is
3 excellent as we agree with Rich Guardino.
4 And, through many years of struggle and
5 trying to get that report out the door, this
6 one has a lot of great transportation
7 options. I think that some of those
8 concepts are, in George Maragos' report, but
9 there will be federal funds for alternate
10 transportation systems, whether it be BRT or
11 other, and I think we want to take advantage
12 of them, and certainly get the applications
13 in for funding. I'll get to that in a
14 minute.

15 We resist the urge to keep
16 planning and planning and planning. I think
17 we got to get to a place where we implement
18 and execute. I think, the other night in
19 Baldwin, there's a complete street study
20 moving forward. We're glad to see that.
21 But we have to get to physical improvements.
22 That's really key. This gets to, let me
23 just say, in the state legislative session,
24 there is also a piece of legislation that's
25 up, the Small Business Save Act, which is

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2 essentially an IRA, a small business IRA to
3 keep capital improvements for small
4 business, for putting those dollars back
5 into your business tax free. That's up and
6 passed the Senate last year and it's passed
7 the Assembly. That's something, the county
8 can express support for that on a different
9 level of government.

10 But, at the end the day we need
11 to work with our federal state governments
12 to get our fair share and this is something
13 that Presiding Officer Gonsalves said very
14 clearly at our board meeting.

15 Again, you run down the numbers:
16 In New York State, it was 16 percent of the
17 population will pay 20 percent of the taxes,
18 we get three percent back from EFC,
19 Environmental Facilities Corp.; 10 percent
20 back in economic development; 12 percent
21 back in transportation; 13 to 14 percent
22 back in education; and then in this most
23 recent \$5 billion settlement, only three
24 percent back.

25 There are so many needs and

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2 issues and we are paying into the system.
3 We should be able to see strategic
4 investments. We have a lobby coalition
5 that's going up with a couple of legislators
6 are joining us, Legislator Curran and Bynoe,
7 and we welcome others to join us in Albany
8 on Tuesday to lay out some infrastructure
9 recommendations to the state to try to get
10 our fair share.

11 But, at the end of the day, just
12 to boil it down, we want to see the
13 Comptroller's vision implemented, the health
14 care cluster, and, again, I don't know about
15 health care, I don't know about education,
16 our organization focuses on transportation,
17 economic development, downtowns and housing.

18 So these areas are very
19 critically important. I'm glad there's
20 smart people thinking about them. We want
21 to see this type of vision move forward.

22 We do need to limit a lot of the
23 mandates and regulations that are stifling
24 growth. We do need to work hyper local to
25 build up trust in communities so that the

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2 changes are good and people will then
3 embrace them.

4 We need to also have amenities in
5 place. It's not all about housing and jobs.
6 We need to have amenities in place to make
7 our communities more appealing so folks want
8 to stay here; arts, culture, parks, music,
9 just the things that make life great. We
10 need to have those as part of the vision to
11 keep our people here, our residents here,
12 but really attract employees.

13 When you look at the best places
14 to live, it's not just bricks and mortar,
15 it's about the elements of the places. That
16 range. And the good thing about Long
17 Island, and Nassau county, and I'll end with
18 this, is that there's not a model culture.
19 You can have a historic community or more
20 lively bar and restaurant community, or you
21 can have a community that has a lot of
22 office space and jobs and kind of bustling
23 in that regard. Or a community that's close
24 to beaches and other things.

25 We have all types of

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2 opportunities here for all different types
3 of Americans and Long Islanders. We need to
4 embrace that and sell that and market that.
5 But we have that opportunity to do that.

6 I'm so glad you are doing this
7 hearing and thanks for your good work.

8 CHAIRWOMAN FORD: Thank you,
9 Eric. You brought up a lot of good points.
10 But I also envision then, because we all
11 agree that the money we get back from New
12 York State always falls short. I'm very
13 protective of this county. I always see --
14 it seems like Suffolk gets more money than
15 we do.

16 MR. ALEXANDER: Except for the
17 buses.

18 CHAIRWOMAN FORD: But we need to
19 bring more money in. In a way, when I look
20 at this, and we've had a lot of successes,
21 and I know with a lot of hard work on your
22 part as well, with our universities, our
23 hospitals, we have a lot of great stuff
24 going on here. But sometimes I think that
25 maybe if we follow the vision, are creating

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2 a health and medical cluster, then we can
3 then give this vision up to Governor Cuomo
4 and say that, if you invest in this, this is
5 a real life project that we're doing,
6 something that, if you give us this money
7 and help us with this, not only will we be
8 able to create jobs, we'll get greater
9 economic benefit, and not only will it help
10 the county, but it will ultimately help New
11 York State as well.

12 I think that if we can reverse
13 the trend and then create better housing
14 opportunities. I know a lot of the
15 components, like when schools want students,
16 they need to have housing for them. If
17 they're in areas and they need doctors or
18 nurses to work there, they do provide
19 housing for them.

20 So I look also to say that once
21 the hub is built, and we can work on that,
22 and maybe get the parking structure in
23 there, just as Mr. Guardino said, that if we
24 can then do a research center, maybe even in
25 that campus, also provide some sort of

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2 housing, affordable housing. Not something
3 that's high end, but something that will be
4 attractive. Because, a lot of times when
5 people start out working, whether or not as
6 PAs, or nurses, or doctors, they're not
7 really at the higher end of the scale of
8 salaries. They're usually at the low. And
9 they do have student loans.

10 So if we can all work together
11 and make sure we keep those young people
12 here, they can work, have adequate housing,
13 and then, from there, we can build it, and
14 make better communities with a lot of night
15 life or whatever. I know the benefit of it.
16 I live in Long Beach. I live in the West
17 End. Trust me.

18 And we have seen it diverse. Now
19 we are getting rid of Thai restaurant, now
20 we're getting Japanese, Indian, and we're
21 seeing that there is a lot more
22 opportunities and there's just more
23 happening and I really appreciate it, so I
24 thank you.

25 The next speaker that we have is

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2 Mr. Martin Canter from the Long Island
3 Center for Socioeconomic policy. I guess he
4 had to leave.

5 How about Skye Ostreicher, and
6 Jeff Guillot, Suburban Millennial Institute.
7 I apologize if I really killed your name.

8 MR. GUILLOT: My college French
9 professor got Guillot wrong, so I'm used to
10 it. Don't worry about it.

11 Thanks very much, Legislator
12 Ford, Legislator Solages for holding this
13 hearing today, and thank you to the Nassau
14 County Comptroller for putting together what
15 was a very eye opening and insightful report
16 regarding the need for millennial retention
17 here in Nassau County.

18 It is our distinct pleasure
19 representing the Suburban Millennial
20 Institute to be, other than I believe
21 Legislator Solages, the first members of the
22 millennial cohort to present at this
23 particular hearing.

24 I personally live the suburban
25 millennial dream. I actually live in a cool

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2 downtown area that has been blessed with a
3 lot of transit oriented development. So I
4 see every day firsthand the importance of
5 what we are all trying to do here and
6 jointly trying to accomplish.

7 The Suburban Millennial
8 Institute, by way of introduction, is a
9 non-partisan think tank that works on the
10 issues of millennial retention and family
11 support in Nassau County and Suffolk
12 Counties.

13 We've diligently tried to bring
14 light to the fact of the plight of suburban
15 millennials and I think that over the past
16 few years, there's been broad consensus over
17 what the issue is and what we ultimately
18 have to do.

19 In both the report issued by the
20 Nassau Comptroller and also the report
21 issued by the Long Island Index not long
22 ago, there were three pieces ultimately of
23 the suburban millennial puzzle that are
24 presented. I think there is consensus
25 around the issues that were raised by Eric

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2 just now regarding transit oriented
3 development and the need to build our
4 downtowns and use them to attract
5 millennials.

6 I think that's something that we
7 agree on both sides of the aisle, both
8 counties, that this is the future and we
9 need to build denser and grow.

10 Furthermore, though, the other
11 piece of the puzzle here is, the Long Island
12 Index talks about this and the Comptroller's
13 report both talk about this. One of the big
14 issues we're going to confront is
15 affordability.

16 Property taxes are still a huge
17 burden on millennial homeownership. And one
18 of the primary reasons you see this mass
19 exodus of millennial population on the North
20 Shore and South Shore, there are reports
21 that indicate that in places like Syosset
22 and Great Neck, you're seeing like 25
23 percent of your millennials are leaving over
24 the course of ten years.

25 That's a number that already,

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2 according to the index is down to 10.9
3 percent of the overall population of Nassau
4 County.

5 But, at the same time, you can't
6 talk about the plight of suburban
7 millennials unless you also realize that in
8 the center of Nassau County, the population
9 is growing.

10 So this issue is a multifaceted
11 approach. Yes, we have this mass exodus,
12 and that is important to discuss, but also
13 you have a growing sector of the population
14 as well.

15 Overall, effecting the
16 affordability issue and finding a way to
17 lower property taxes is the most difficult
18 piece of this puzzle.

19 What the index suggests is
20 consolidating or dissolving local government
21 entities. There doesn't seem to be a
22 citizen will among the electorate to do that
23 for a variety of reasons, services are
24 usually quite good.

25 So, as a result, if we're not

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2 going to be able to affect affordability in
3 a serious way, and we agree on the transit
4 oriented development piece, that comes to
5 the final piece of the puzzle with both the
6 Comptroller and the index mentioned, and
7 that's retention and job creation.

8 We completely agree with the
9 notion that it is critical to expand the
10 health care sector and I applaud notions to
11 do that.

12 I think the important thing that
13 we have to discuss here, and Eric touched on
14 it, is that the \$10 billion that the
15 Comptroller mentions, it's going to be a
16 little difficult to find. We're not going
17 to find \$10 billion in the county's couch
18 cushions, unfortunately.

19 As a result, we have to rely on
20 cooperation by our federal and state
21 partners in order to accomplish this goal.

22 I think there's consensus that we
23 have to expand this sector but exactly how
24 we do it and how we fund it, and how local
25 government can work with the federal

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2 government that can get infrastructure
3 grants, and the state which has a \$5 billion
4 surplus, to actually achieve this.

5 Currently, the most we are
6 getting out of the surplus right now is a
7 parking there in Nassau Coliseum, which is
8 great, don't get me wrong, but there is a
9 lot more we can do here.

10 So, one thing we would love to do
11 is start a working group to try to figure
12 out exactly what kind of policy changes and
13 what funding streams are available to be
14 able to achieve exactly what the Comptroller
15 is talking about here.

16 There needs to be a concerto of
17 movement between all layers of government
18 and all affected parties to try to figure
19 out exactly how we are going to do this. I
20 think that's the most important take-away
21 here.

22 If you can bring the employees
23 here, that's only one piece of the puzzle as
24 well. We still have a problem where we've
25 lost a tangible amount of our population

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2 from the North Shore and the South Shore.

3 The one thing that we've long
4 encouraged is that Long Island, as a region,
5 embraced some of the things that other parts
6 of the country have done to attract more
7 young families.

8 The city of Baltimore is a
9 fantastic example. Over the last two years,
10 the city of Baltimore, realizing that they
11 were losing population to other metro
12 centers throughout the region, in record
13 numbers, launched ambitious programs to try
14 to retain 10,000 new families over the next
15 ten years. They didn't care where these
16 families came from as long as they came to
17 Baltimore and contributed to the tax base.
18 They have done a great number of things to
19 do that.

20 I think that Nassau County can
21 work with both the department of Homeland
22 Security, and also the New York State Office
23 of New Americans, which is headed up by a
24 fellow named Jorge Mantalvo, who, himself,
25 is a millennial in order to get this done

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2 and find a way to attract more families to
3 this area in order to hopefully work in the
4 jobs they're going to create with this
5 synergy as the Comptroller describes.

6 So that's a brief synapse of a
7 lot of the things I can do and it is clear
8 to us that the jobs piece is the most
9 valuable of the three pieces that we're
10 talking about today.

11 We agree on transit oriented
12 development. We agree that we're not going
13 to be streamlining government anytime soon.
14 So the missing piece of the puzzle is how
15 can we attract employees and retain
16 millennials.

17 My colleague Skye is going to
18 talk about the fact that we do in fact have
19 a conference coming up and walk through the
20 format of that, and Hofstra University has
21 been a fabulous partner with us in trying to
22 bring awareness to the issues that I'm
23 talking about.

24 MS. OSTREICHER: Thank you for
25 having us here today, legislators, and thank

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2 you, Comptroller Maragos.

3 Yes, we are having a conference
4 that's open to the public. We want to
5 encourage as many people to attend as
6 possible on Long Island. It's hosted at
7 Hofstra on Friday, March 13th. We will have
8 three panels there that day; a panel focused
9 on public sector employment; private sector
10 employment; and then a panel of millennial
11 aged entrepreneurs talking about businesses
12 they formed themselves here on the island.
13 I hope to see everyone there that day.

14 We will have it in the student
15 center theatre at Hofstra University at 8
16 o'clock in the morning until noon. Our
17 keynote Congressman Lee Zeldin, a millennial
18 himself, and Joan Cool, the founder of an
19 organization called "Why Millennials
20 Matter." She speaks to the employer and to
21 the employees, the millennial generation.

22 I think it would be awesome if
23 anyone has any ideas at all in order to get
24 more millennials engaged in politics in
25 general. You look around the room at how

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2 many young people are here, and a lot of it
3 is because of the time of day. If
4 millennials are working, they don't have
5 time off in the middle of the day to come to
6 a meeting like this. But there's the
7 question, would they come at night, or come
8 in the morning?

9 I think it's a conversation that
10 not only a millennial such as myself needs
11 to think about with other millennials, but
12 for everyone to participate and think about
13 what is the best way to engage young people.
14 Thank you.

15 CHAIRWOMAN FORD: Thank you for
16 your comments. I realize that you were
17 actually the subject of a Newsday article
18 with "Young Exodus Feared", because they
19 reference you, and I guess you must have
20 spoken at Molloy College.

21 You're right. We need a lot more
22 young people to be able to get engaged, not
23 only on the business level but also on the
24 political level.

25 We lost our millennial, ended up

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2 getting elected to the state senate, so I
3 think I was the youngest out of all of us
4 and he's moved on.

5 But, you're right. This is I
6 think the focus why we are embracing or
7 entertaining the report issued by
8 Comptroller Maragos because maybe by not
9 only just providing jobs, but basically good
10 paying jobs because how do you expect to
11 live here if you're only -- like a lot of
12 times you can get jobs at \$8.75 an hour,
13 \$10.50 an hour, but what kind of a lifestyle
14 to you have. We need to make sure that we
15 bring them in.

16 I know that the IDA talked about
17 this one group, \$95,000 a year on an average
18 for their salaries, which is great. But we
19 need to do more because of a lot of our
20 young people do seem to be leaving. I'm
21 glad you two are here.

22 We need to partner with you
23 because you're the voice. People look at
24 me, like my sons that are in their 20s, and
25 I'm the blah, blah, blah person, because

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2 there she goes nagging me again, but if the
3 can get their contemporaries to talk about
4 this, and I think that there's a way of
5 networking with them and hearing their ideas
6 and working on that. All of you speak the
7 same language, but thank you very much.

8 MR. GUILLOT: No problem. Thank
9 you very much.

10 CHAIRWOMAN FORD: The next
11 speaker is Mr. Peter Goldsmith from List
12 Net.

13 MR. GOLDSMITH: I want to thank
14 the Comptroller for inviting me here today
15 to address you. ListNet stands for the Long
16 Island Software and Technology Network.
17 We're an organization to promote the
18 software and IT industry on Long Island. We
19 started about 18 years ago and we have about
20 1,000 companies that are members.

21 So, everyone has heard of Silicon
22 Valley and Silicon Alley. We are working to
23 create Silicon Island on Long Island.

24 Software and IT are the companies
25 that will be growing and we feel will give

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2 the resurgence for Nassau and Suffolk
3 County.

4 So, if you just think about some
5 of the things that have created Silicon
6 Alley and made New York City the number two
7 IT area in the world, they have an Angel
8 Network. So, we created here on Long
9 Island, a Long Island Angel Network that
10 invests in technology companies. They have
11 the Tech Stars, which is a mentoring
12 organization to help start up tech
13 companies. So, we created COMETS here on
14 Long Island, Connected Organizations
15 Mentoring Exciting Tech Startups.

16 Then the have co-working
17 facilities. Tech people like to work
18 together, rubbing shoulders with each other.

19 So, two years ago, Andrew Hazen,
20 myself, we created Launch Pad right here in
21 Mineola, right next to the train station.
22 We started with just a few offices. If you
23 go into it now, we have to keep building new
24 offices. They're full. We have about 35 to
25 40 offices, filled, packed, and was

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2 mentioned before, a lot of our young people
3 are coming from New York City, getting off
4 the Long Island Rail Road, and coming to
5 work here.

6 About a year ago this month, we
7 created another one in Huntington. No train
8 station but a great environment for the
9 young people.

10 We are now, thanks to Tim Kayman,
11 brought Mayor Jean to see the Mineola Launch
12 Pad about a year ago. She said, I want one
13 in Great Neck. We are working on that.
14 It's now being built. The IDA gave us some
15 funding for it. It should be opened next
16 month. So, that will be the third.

17 We're talking to the mayor in
18 Farmingdale and creating another Launch Pad
19 in Farmingdale. What are Launch Pads again?
20 Coworking facilities. You go in and you see
21 young people working crazy hours. I'm
22 wearing a tie today. They all made fun of
23 me. They are all wearing flip flops, you
24 name it, working and creating the kind of
25 jobs you see in New York City.

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2 We create events like Shark Tank,
3 demo nights. We work with the Angel Network
4 and go to get the funding. These companies
5 need the mentoring. We work with the
6 colleges; whether it's Hofstra, New York
7 Institute of Technology, Stony Brook out in
8 Suffolk County.

9 Creating and keeping the young
10 people here, working in the right kinds of
11 environment, going out to the towns that
12 Eric has helped create, making these towns
13 viable, and having the housing now that's
14 being built.

15 So, the Launch Pads, what we are
16 all trying to do, and I have a meeting
17 upstairs trying to create something that the
18 tech task team here from Long Island,
19 getting the notoriety, if you look what
20 happened in New York City, the mayor, the
21 former mayor was a great proponent and made
22 that happen. It wasn't there a couple of
23 years ago. You had Silicon Alley really
24 being one building. It's now spread out.
25 There's no reason we can't do that on Long

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2 Island.

3 We have all the means, we have
4 the colleges, we have the support of the
5 Comptroller's office and everyone else
6 making things happen. It will make the
7 towns more viable, it will keep the young
8 people here with the kinds of jobs that they
9 can afford the housing and the taxes and the
10 millennials will stay here.

11 In case you didn't notice, I'm
12 not a millennial. I know some people might
13 think so. But I am fighting for them
14 because I want my son to stay here and I
15 want the others to stay here.

16 So thank you very much for your
17 time.

18 CHAIRWOMAN FORD: Thank you very
19 much. That was very enlightening. I think
20 that if my memory serves me correctly,
21 because I used to work down in the Wall
22 Street area, I think one of the first places
23 that focused on the internet and the
24 technology and with all these young people
25 dealing with the internet, it might have

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2 been 67 Broad Street.

3 MR. GOLDSMITH: 55, 67, exactly.
4 Bill Rudin and his building. He then
5 created with us out in Great River the Long
6 Island Tech Center, which then got sold out.

7 But now with Andrew Hazen and
8 we've created these Launch Pads. And these
9 Launch Pads can spread to all the towns,
10 and, as I said, the next one we want to do
11 is in Farmingdale. Great Neck is going to
12 open next month. You have to come right
13 down the block, and it's right next to the
14 train station, the one in Mineola. Two
15 years ago, this month, it opened. It's just
16 because some young people wanted things to
17 happen and they made it happen. It's now
18 spreading. That's what's going to make Long
19 Island, and give the growth, along with all
20 the other projects that you all mentioned
21 and the health care and everything else that
22 are so important.

23 CHAIRWOMAN FORD: Well, just
24 remember, Long Beach and Island Park, you
25 can set a Launch Pad.

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2 MR. GOLDSMITH: We've talked with
3 Launch Pad --

4 CHAIRWOMAN FORD: Trust me. We
5 have a beach, we have a great night life,
6 and I think that will probably be the best
7 place for --

8 MR. GOLDSMITH: We have already
9 talked with the economic development
10 director at Long Beach.

11 LEGISLATOR SOLAGES: And also
12 Valley Stream, we're just 30 minutes away
13 from NYC by LIRR. Thank you.

14 CHAIRWOMAN FORD: The next
15 speaker is Rich Murdocco from Community
16 Development Corporation of Long Island.

17 Thank you. I know it's taking
18 longer than we expected.

19 MR. MURDOCCO: Just to clarify
20 for the record, I have since moved on from
21 CDC Long Island, and I now write on land use
22 and policy issues for my website,
23 thefoggiestidea.org.

24 So, good afternoon. My name is
25 Rich Murdocco. I'm a lifelong Long

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2 Islander, and, at 28, am a young
3 professional who is currently building a
4 life in the region.

5 I regularly write on land use
6 policy and economic development issues with
7 my work appearing in Newsday, Long Island
8 Business News, Long Island Press, Pacific
9 Standard Magazine, and various other
10 regional and national publications.

11 I'm here today to present a
12 vision of Nassau County that runs counter to
13 a narrative that has slowly been established
14 over the last ten years.

15 The Comptroller's report cites
16 stagnant population growth in the county
17 from the year 2000 to 2013, but it's
18 important to remember that Nassau's
19 population has been relatively unchanged
20 since the 1970s.

21 Comparing fast growing Queens or
22 Suffolk with its 42,000 acres of vacant open
23 space, and half the population density to
24 Nassau and older suburbs can be
25 unproductive.

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2 With just over 4,000 acres of
3 vacant land, Nassau's land use patterns are
4 set, and the opportunity to shoe horn more
5 people is limited thanks to environmental
6 and infrastructure limitations.

7 By trying to attract more people,
8 the county is wasting energies that can be
9 put forth attracting new industries.

10 In creating a sustainable
11 economic plan, it is important to not get
12 caught up in generalizations and anecdotal
13 analysis of demographic trends, but rather
14 base the vision on the best available data
15 sets and the proper professional analysis.

16 The Comptroller's report does
17 have its merit. Creating a cluster of
18 medical and health care industries would be
19 a worthwhile endeavor, but we need to go
20 beyond those efforts. A region needs to be
21 insulated from larger economic and
22 demographic shifts. An investment in just
23 one industry is a risky proposition.

24 When Grumman scaled down their
25 operations in the late 1980s, the regional

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2 economy was left reeling. This highlights
3 the vulnerability of "putting our eggs in
4 one basket."

5 The county needs a vision to put
6 forth to have a diverse multifaceted economy
7 that can withstand multiple periods of
8 growth and recession.

9 To echo the sentiments shared by
10 the most recent Long Island Index report,
11 our investment in the biomedical industries
12 must focus on our region's unique existing
13 assets and research centers.

14 It should be the goal of the
15 county not to compete with New York City to
16 the west, or Suffolk to the east, but rather
17 create a strategy that compliments the
18 strengths of each of these areas while
19 filling in the gaps of regional need.

20 The economic vision must include
21 an honest assessment of what the county has,
22 what it needs, and realistic ways to
23 implement these goals.

24 Further, it must rise above the
25 noise put forth by stakeholder groups with a

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2 vested interest in pursuing one approach
3 over another. These groups favor buzz words
4 over analysis, as well as narratives over an
5 on the ground realities and the needs and
6 wants of Nassau's, Suffolk's, and Long
7 Island's residents.

8 The Comptroller's report is a
9 good step in the right direction, but
10 there's still much work to be done.

11 CHAIRWOMAN FORD: You are
12 absolutely right, sir, and I think we all
13 learned from putting all our eggs in one
14 basket, especially with Grumman. When we
15 saw the lack of jobs, it was like 40,000,
16 but actually Ed Mangano, when he was a
17 legislator over in that district in
18 Bethpage, he was able to bring in some
19 industries into the Grumman space and
20 created about 15,000 jobs to offset the
21 loss.

22 I think that even the focus on
23 this, by making a medical campus, it's not
24 just to the exclusion, just focusing on
25 that. As you can tell, Launch Pad, if we

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2 can look at other industries as well to
3 bring it in and maybe create other types of
4 campuses as well. I think that would be --

5 MR. MURDOCCO: One of the most
6 innovative ways that the county has nurtured
7 economic development has been by inviting
8 the film industry in, and just as a policy
9 analyst, I found that to be brilliant,
10 especially citing, what was it, \$16,000 a
11 week in bagels alone? It's options like
12 that we need to look at, but it's all about
13 balance.

14 So, if we throw all of our eggs
15 into TOD, remember, there is environmental
16 constraints as well. We have a sole source
17 aquifer, even though Nassau County sewer, it
18 doesn't matter, because there's still
19 environmental impacts, the land usage.

20 We should follow Suffolk County's
21 example, which while Nassau doesn't have the
22 room to grow, we have to look on ways to
23 target that growth without just throwing
24 density at the problem. That's not going to
25 be the solution. Look at the trouble,

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2 Syosset, at the Sirrow Wire Factory. They
3 want to put a mall there. That was shot
4 down.

5 In Plainview, they are looking to
6 intensify the county land there. It's
7 running into trouble. TOD should go where
8 it belongs. Since the 1960s, the first
9 regional plan, conducted by the Long Island
10 Regional Planning Board, they targeted the
11 downtowns. But in recent years, there's
12 been a trend where this, I guess the multi
13 family, mix use model has spread beyond the
14 downtown train station area, and that's just
15 something, as policymakers, I urge caution
16 against.

17 CHAIRWOMAN FORD: All right.
18 Yes. Thank you very much.

19 LEGISLATOR SOLAGES: I commend
20 you for being here. I appreciate your
21 presentation. I'm also impressed at the
22 fact that we see a lot of young people here
23 speaking on the record. We also have other
24 people in the audience, such as Jean Marie
25 and David Zepatino and Carol Potak, these

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2 are all young people who have publicly
3 stated their position and shared a vision of
4 how Nassau County and Suffolk and Long
5 Island can change their future.

6 I would encourage you to
7 collaborate more, to be in contact with this
8 committee and see how we can move forward
9 together.

10 The Comptroller's report, it's a
11 great start, and it does lack certain
12 attention to growth in other industries,
13 high tech industry, the 20th century model
14 of Grumman, and just one industry may work.
15 It might have worked in the last century,
16 but now, going forward, we need to see
17 growth diversification of development in
18 multiple industries.

19 MR. MURDOCCO: A positive trend
20 that I have been seeing since I started
21 following these issues in graduate school
22 was that there is more discussion.

23 It's important that that
24 conversation continues to be nurtured at
25 this level. I do agree with my colleagues

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2 at the Suburban Millennial Institute that
3 the timing of these hearings and I guess
4 government in general sometimes can be
5 troublesome for young professionals looking
6 to try to avoid taking time off. I'm
7 privileged that I was able to take the
8 proper time off from work.

9 LEGISLATOR SOLAGES: So then you
10 are saying that local government must change
11 too and not just the population it serves?

12 MR. MURDOCCO: Yes.

13 LEGISLATOR SOLAGES: So
14 addressing and having a real conversation
15 about multifamily dwelling and housing is
16 important and to realize the political
17 limitations being put on that important
18 need?

19 MR. MURDOCCO: I also feel that I
20 wrote an ad for Newsday in 2012 that I've
21 seen that local government should expand
22 their use of social media outreach and,
23 since then, I think Babylon, Islip, and
24 maybe Huntington in Suffolk County --

25 LEGISLATOR SOLAGES: Let me ask

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2 you a question, do you think we have too
3 much government here in Nassau County,
4 village, town, county, state, do you think
5 that we have too much government that, in
6 essence, would prohibit the adequate growth
7 that we need?

8 MR. MURDOCCO: As a regional
9 planner, from my perspective, I feel that if
10 you can get all of these levels of
11 government in harmony to execute a vision,
12 no, but if that's an obstacle, maybe. But
13 you have to look at the data sets and the
14 inputs there before making just a broad
15 statement by saying, yes, there is too much
16 government.

17 Because, if you go into the
18 Village of Westbury, where they are very
19 proud of their police power of controlling
20 land use, I don't think that they would
21 agree with that.

22 LEGISLATOR SOLAGES: It was a
23 question. Thank you very much.

24 CHAIRWOMAN FORD: Thank you very
25 much. Keep in touch with us. I like your

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2 insight.

3 MR. MURDOCCO: I would be happy
4 to.

5 CHAIRWOMAN FORD: The next
6 speaker is Jean Marie Smith, Designation
7 Long Island.

8 MS. SMITH: Thank you for having
9 me today and I'm excited to speak in front
10 of you. Destination LI is an organization
11 that focuses on the millennial generation.
12 It was a group of us who had advocated
13 network together and wanted to see more of
14 us stay here on Long Island, live, work,
15 play, stay, and have a future here.

16 As we started to see what we
17 needed as a generation, job growth, more
18 diverse housing stock, we realized that this
19 is really what Long Island needs to seek
20 economic development.

21 So, those are our two main
22 focuses as an organization and we do that by
23 collectively working with other
24 organizations' vision, the Suburban
25 Millennial Institute to name just two of

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2 them.

3 I know most of what we're all
4 kind of saying has been repeated multiple
5 times today. I don't want to do that. I
6 think that one of the things we should focus
7 on is speaking to others. We need to
8 educate Long Island residents as to the
9 positive responsible development.

10 We're not talking about in your
11 backyard and dismantling the diverse
12 suburban beautifulness that Long Island is
13 known for, but we're saying proper
14 development in areas like by the train
15 stations, these are places that we need to
16 focus on.

17 The other things that I think we
18 need to work towards is an expedited SEQRA
19 process. A model in California, they're
20 doing it right now, so we can see projects
21 moving along quicker.

22 We actually worked very closely
23 with an organization called the Site
24 Selectors Guild. They're responsible for 85
25 percent of corporate relocation nationally.

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2 So, what they're saying to us is,
3 businesses are looking for shovel ready
4 projects. If we're not doing the job as
5 Nassau County to market that to businesses,
6 we are not going to attract them here. So,
7 something like the expedited SEQRA process
8 would help attract businesses to Long
9 Island.

10 Another thing that I think we can
11 do better and it happened in San Diego, is
12 collectively work together. Again, you are
13 hearing so many different individuals or
14 organizations talking about the great things
15 they are doing, and the IDA spoke about the
16 wonderful business and show business
17 industry that's here on Long Island, and
18 we're talking about expanding the medical
19 field. What other residents on Long Island
20 know about that? I think we need to do a
21 better job of marketing us to the nation and
22 saying here a collective voice. These great
23 organizations and this is what is happening.
24 Come to Nassau County, or stay in Nassau
25 County to our young adults because, not only

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2 is it not attainably priced for us to stay
3 here, but it's also not welcoming. We're
4 not letting that generation know that we
5 want them to stay here. They are our
6 greatest investment, the highest educated
7 generation of all time. Yet, we are letting
8 them go elsewhere and boom the economic
9 landscape of other places opening small
10 businesses and having families there.

11 So I think if we do a better job
12 of marketing the good things that are
13 happening in Nassau County, we can see a
14 change there.

15 So I stress for us to also think
16 outside the box, be a little but more
17 innovative. You talk about workforce,
18 housing, and subsidized housing. But, most
19 millennials, don't fit in that salary
20 baseline. We make too much money but we're
21 not taking into account the debt income
22 ratio like mortgages do.

23 So if we maybe introduce
24 something like micro-housing, so building
25 smaller unit apartments that would then

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2 bring the price down for individuals to live
3 in, actually, the mayor of Westbury brought
4 that up at the Long Island Index event. I
5 was very encouraged to hear him do so
6 because that's an innovative out of the box
7 thought process that we can welcome these
8 rental options to the millennials here on
9 Long Island.

10 Essentially we are living in
11 those illegal basement apartments anyway, so
12 why not do it in a legal format where we're
13 contributing to the tax base? As well as
14 the incubator spaces that are going on.

15 Most small businesses that are
16 being opened are done with our Macs, our
17 iPhones, Ipads. We don't need the large
18 square footage in terms of work space. So
19 more incubator, collaborative, thought box
20 kind of product would be great.

21 So Destination LI welcomes the
22 opportunity to work closely with you. I
23 know the County Executive has launched his
24 Nassau 200 plan which is trying to create a
25 cabinet for him and his staff to kind of

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2 work together on what the young adults need
3 and hopefully maybe we can do something of
4 the same here.

5 I know that Jeff and Skye would
6 like to get involved with that as well.
7 Let's think outside the box and let's market
8 Nassau County appropriately. Thank you.

9 CHAIRWOMAN FORD: I thank you
10 very much. I guess one of the things we
11 have to take into consideration is having
12 one of these meetings in the evening so it
13 would make it easier for our younger adults
14 to be here. Because we need to hear from
15 you. I think some of your recommendations
16 are great.

17 MS. SMITH: Let's live stream it.
18 Let's put it on Twitter. Let's make a
19 hashtag about it. That's the way we're
20 going to engage this generation.

21 LEGISLATOR SOLAGES: It is being
22 live streamed right now.

23 MS. SMITH: It is? That's great.

24 LEGISLATOR SOLAGES: But, Jean
25 Marie, I want to thank you for your

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2 presentation. Hopefully with this committee
3 hearing we can move forward with further
4 recommendations or report that stems of
5 course from the report provided from the
6 Comptroller.

7 But, perhaps, there are other
8 solutions, because you presented some
9 solutions and those were great ideas. How
10 about a circuit breaker tax protection for
11 our young people? Or how about appointing a
12 development czar? We really need to have a
13 one plan and stick to that plan. As they
14 say, failure to plan is like planning to
15 fail.

16 MS. SMITH: Yes. And working
17 together to make sure we are implementing
18 these plans. Eric said it very well, we are
19 all talking continually talking about the
20 issues but let's start implementing them.
21 Thank you.

22 CHAIRWOMAN FORD: The next
23 speaker is Dave Kapell, the Rauch
24 Foundation. Thank you for your patience.

25 MR. KAPPELL: Last but not least.

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2 Good afternoon. My name is Dave Kapell
3 speaking on behalf of the Rauch Foundation
4 based in Garden City. I'm a consultant to
5 the foundation and I'm also a former elected
6 official on Long Island having served as the
7 mayor of the village of Greenport from 1994
8 to 2007.

9 Through my work with the
10 foundation, I am continuing my long-standing
11 interest and commitment to the future
12 economic health of Long Island.

13 Also, I want to take a minute to
14 talk about hair color. There's been a lot
15 of talk about hair color. I just want to
16 put it on the record, I will take any hair I
17 can get. I don't care what color it is.

18 It's a pleasure to speak with you
19 today on the development of business in
20 Nassau County.

21 I want to commend Comptroller
22 Maragos for his initiative in undertaking
23 this important subject. Specifically,
24 leveraging our university hospital and
25 business infrastructure to grow economic

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2 development in Nassau County.

3 In that connection, I draw your
4 attention to a report released earlier this
5 month by the Long Island Index, a project of
6 the Rauch Foundation. The report, title
7 "Long Island's Future, Economic Implications
8 of Today's Choices." It examines the
9 impacts of Long Island wide initiatives that
10 could address some of the regions most
11 intractable economic issues.

12 Accompanying the report is a
13 series of interactive maps created by CUNY
14 Graduate Centers Mapping Service, enabling
15 the public to explore how individual
16 communities and the region has changed over
17 the past 40 years to create today's economic
18 and housing situation.

19 I draw your attention to these
20 maps. They are extraordinary and incredibly
21 illuminating of the transit -- of the
22 macro-transitive effect of the Island over
23 the past 30 to 40 years. They're available
24 on our website, Long Island Index.org.

25 The report highlights the

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2 economic stagnation confronting Long Island
3 including the fact that jobs are projected
4 to grow over the next 25 years at a lower
5 rate than in the 1990s and 2000s. The
6 report then offers a strategy for ending
7 that stagnation. It's a two prong strategy
8 of simultaneously strengthening the
9 biomedical industry and multi-family
10 housing.

11 Long Island's bio-medical
12 industry is relatively small but growing and
13 highly concentrated compared to the nation.
14 It includes such powerhouse resources such
15 as Cold Spring Harbor Lab, North Shore LIJ
16 Health System, Brookhaven National
17 Laboratory and Stony Brook University.

18 Developing multi family housing
19 in down towns would maintain the suburban
20 character of Long Island by preserving
21 existing neighborhoods, farm land and open
22 space.

23 At the same time, increased
24 development in town centers can add a
25 significant jolt of housing supply with more

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2 affordable and diverse options.

3 A 2014 survey of Long Islanders
4 by the index revealed that a majority of
5 Long Islanders support local, high density
6 living opportunities in downtown areas.

7 In 2010, the Long Island Index
8 and the Regional Plan Association identified
9 8,300 acres within a half mile of existing
10 Long Island Rail Road stations and down
11 towns that are available for infill
12 development. These are lands that are right
13 now being used for surface parking. The air
14 rights are unexploited above these parking
15 lots. They're an unbelievable waste of very
16 valuable land. A lot of them exist right
17 here in Nassau County.

18 So, when you talk about a
19 scarcity of a lack of land on which to
20 redevelopment, these parking lots offer an
21 incredible opportunity right where you want
22 them near rail road stations.

23 Pursuing simultaneously these two
24 priorities, the biomedical industry and
25 multifamily housing can produce impressive

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2 results for Long Island as compared to
3 baseline trend.

4 Our report projects between
5 44,573 new jobs by 2040. Between 82,000 and
6 138,000 new residence residents by 2040.
7 Between 12,000 and 23,000 new residents, age
8 25 to 34, most important by 2040. Between
9 7.7 billion and 12.6 billion in new income
10 in 2040, and between 9.5 billion and 15.1
11 billion in new gross regional product in
12 2040.

13 One of the case studies in the
14 report focuses on the Village of Westbury
15 which could accommodate significant fiscal
16 positive development on two parcels adjacent
17 to the Long Island Rail Road station. Once
18 again, these are parking lots.

19 In 2014, the Long Island Index
20 released innovative designs for downtown
21 parking structures in Long Island
22 communities through the parking plus design
23 challenge and you can view these projects,
24 by the way, at another one of our websites,
25 Build a Better Burb.org. Included was a

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2 proposal by LTL Architects titled Train
3 Terraces to strengthen the connection
4 between the Long Island Rail Road and
5 downtown Westbury. It was a mixed use
6 proposal, garage spaces on the lower floors,
7 apartments, retail offices, a whole plethora
8 of uses.

9 In our report, HR&A Advisors
10 conducted a high level fiscal impact of the
11 residential component of the proposal which
12 contemplated approximately 80 new housing
13 units. The high value development would
14 generate substantial property tax revenue to
15 the village, town, and county.

16 New residents would also generate
17 sales tax revenues to local governments
18 through their retail spending.

19 In total, the project would
20 provide \$810,000 in annual property tax,
21 sales tax, and other revenues to local
22 government compared to an annual cost to
23 those governments of \$530,000 for a net
24 fiscal benefit of \$280,000.

25 We mentioned this because this

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2 debunks the myth that redevelopment is going
3 to be tax negative. Here's an opportunity
4 to solve a problem, build on wasted land,
5 create new housing and generate new tax
6 revenues for local government.

7 The key to this strategy of
8 expanding the biomedical industry and
9 multi-family housing, is that they must be
10 pursued simultaneously. You cannot pick one
11 and not the other.

12 They are also tied to having
13 enhanced transit and capacity to reverse
14 commute from New York City to Long Island on
15 the Long Island Rail Road. That, by the
16 way, is the subject of an another Long
17 Island Index report issued last year titled,
18 "The Economic and Fiscal Impacts of the Long
19 Island Main Line Third Track."

20 It analyzes the extraordinary
21 projected economic impact of adding an
22 additional track to a 9.8 mile segment of
23 the Long Island Rail Road main line between
24 Floral Park and Hicksville to open the
25 bottleneck that is currently restricting

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2 rail traffic and limiting opportunities for
3 reverse commuting.

4 Right now, if you're not aware,
5 between 6:30 in the morning and 8 o'clock in
6 the morning, the peak rush hour time, it's a
7 one-way street on the main line. No trains
8 can past eastbound during that critical
9 hour, so reverse commuting is virtually
10 impossible. It just can't happen under the
11 current constraint.

12 I know a little bit about the
13 main line, because as Mayor of Greenport,
14 I'm aware of the history of the development
15 of the rail road. I don't know, many of you
16 may not be aware, but the original line from
17 Brooklyn to Greenport was built in 1844.

18 At that time, those two tracks
19 that exist now between Floral Park and
20 Hicksville, are the same two tracks that are
21 here today 170 years later.

22 The population in 1844 in Long
23 Island was 50,000; today it's 3 million,
24 same two tracks. It boggles the mind to
25 think how economic development can really

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2 occur if that condition is not addressed.

3 Now, I say that with full respect
4 for the local concerns. I realize that this
5 is a hot button issue in Nassau County,
6 particularly with those communities that
7 abut that line. But speaking as a former
8 local elected official, I believe that there
9 is a way to create a bottoms up solution
10 that takes the considerations and the
11 concerns of those communities into mind, and
12 at the same time unlocking the enormous
13 economic development potential that's
14 implicit in construction of the third track.

15 Biomedical companies, including
16 start-ups, will grow on Long Island if they
17 can attract the specialized talent they
18 need. That talent, including recent college
19 graduates, want affordable housing options.
20 They want to live in active down towns, they
21 want easy access to New York City.

22 In some cases, they want to live
23 in the city and commute out like some of the
24 earlier speakers have spoken of. I have a
25 son who lives in Brooklyn, and he would like

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2 to commute to a job, and actually considered
3 a job in Hicksville. He couldn't do it.
4 That bottleneck on the main line prevented
5 it. We need to open that up. And Long
6 Island must accommodate them or lose them to
7 other regions.

8 Nassau County has extraordinary
9 resources and opportunities ahead. Taking
10 full advantage of them means strengthening
11 the biomedical industry, providing a broader
12 range of housing options, and ensuring that
13 the workers that businesses need can easily
14 get to and from New York City.

15 At the foundation, we call this a
16 three legged stool for success on Long
17 Island. Bio-med, housing options by rail
18 stations, and improved transit by the third
19 track.

20 Thank you for focusing on this
21 important issue. It's crucial to the
22 economic future of Long Island and Nassau
23 County. Thank you very much for your time.

24 CHAIRWOMAN FORD: Thank you very
25 much. You gave us a lot of information. I

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2 never realized about the bottleneck. I live
3 on the south shore. I was always wondering
4 why the Long Island Rail Road had never put
5 in a north and south spur. We only seem to
6 go east and west with the Long Island Rail
7 Road.

8 MR. KAPPELL: It's interesting,
9 but that bias has always been, frankly,
10 originally -- well, to expand on this a
11 little bit. I know this first hand,
12 Greenport is really the original TOD project
13 on Long Island dated back to the mid 19th
14 Century. It was the construction of that
15 rail line that brought people to Greenport
16 and fueled the boom that occurred there. I
17 don't know if you are aware, but Greenport
18 was the major economic hub on Long Island in
19 the late 19th Century.

20 The reason they brought the train
21 to Greenport, the people probably don't know
22 this, is that was how you got to Boston, by
23 train. The only way to get to Boston from
24 New York by train was take the Long Island
25 Rail Road to Greenport, disembark onto a

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2 steamship, across Long Island Sound, and
3 then back on the train to Boston in
4 Connecticut.

5 It wasn't until after 1900 that
6 they had built the inland route. So, for 50
7 years, Greenport was the ultimate
8 transportation hub where all Boston bound
9 traffic from New York came. That fueled our
10 development.

11 At that time, when the rail road
12 was built, it was bringing the traffic out
13 this way. Then, as things changed, and
14 suburbia evolved, it was going the other
15 way. It's time to start thinking both ways.
16 We need both those routes. We need a two
17 way street on the Long Island Rail Road in
18 order to succeed in the future and in order
19 to realize dreams like Comptroller Maragos.

20 CHAIRWOMAN FORD: Thank you very
21 much.

22 LEGISLATOR SOLAGES: Sir, thank
23 you very much for your attention today.
24 Discussing the third rail is like touching
25 the third rail. You're talking about

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2 eminent domain. You're talking about
3 disrupting and dividing communities. I
4 mean, it's a big discussion here.

5 MR. KAPPELL: It's a very
6 difficult issue, legislator, and I offer
7 this with full respect for that having been
8 in your position, if you will, on the firing
9 line.

10 But all we're suggesting is, it's
11 time to look at it again. It's literally
12 the future of the island that's at stake.
13 We don't want to destroy any communities,
14 but, on the other hand, I think if we sit
15 down together and talk it through honestly
16 and carefully, that a solution can be found
17 that would satisfy everybody's needs.
18 That's what the foundation supports. Thank
19 you.

20 CHAIRWOMAN FORD: I was mistaken.
21 I was corrected by my assistant. We do have
22 one last speaker and it's a representative
23 from Long Island Index. Okay. That's you.

24 Comptroller Maragos, do you have
25 questions? We do have a slip. I know we

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2 are going to open up to public comments.

3 COMPTROLLER MARAGOS: I don't
4 have other, but to make a comment, wow, this
5 has been an incredible, incredible hearing,
6 with outstanding and thoughtful speakers.
7 There's obviously tremendous energy here and
8 opinions and ideas that I think we need to
9 harness as quickly as possible, develop a
10 coherent vision that we can all embrace and
11 start investing and achieving it.

12 I think we have a remarkable
13 future that I think we need to, all of us,
14 need to collectively grasp. I'm happy to be
15 part of it and I will do my utmost to
16 encourage it forward.

17 I want to thank you and this
18 committee for having this hearing today and
19 hopefully grabbing the ball now and running
20 with it. Thank you very much.

21 CHAIRWOMAN FORD: Thank you very
22 much. I know Legislator Solages just has a
23 quick question.

24 LEGISLATOR SOLAGES: Comptroller,
25 thank you. Before the hearing began, I

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2 provided you some questions. I wanted to
3 provide you these questions instead of just
4 asking them to you on the record because I
5 want to have more of a conversation. But I
6 would like to share these questions with my
7 colleagues and with the clerk and my staff
8 could also provide copies to the people here
9 in the audience.

10 But my first question to you is,
11 as I understand it, your proposal is
12 intended to make the economic future of
13 Nassau County sustainable and to the long
14 range, and even to go beyond that, and make
15 Nassau County a national economic leader; is
16 that correct?

17 COMPTROLLER MARAGOS: That is
18 correct.

19 LEGISLATOR SOLAGES: On a
20 national level, one of the important figures
21 we use to measure national economic health
22 is the gross national product. Do we
23 attempt to measure the gross national
24 product or some other index of county
25 economic health?

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2 COMPTROLLER MARAGOS: Yes, we do.

3 And the best kind of reflection that most
4 people relate to is our sales tax revenue
5 which is usually eight percent or, in our
6 case, four percent because we shared that
7 with the state of total economic activity.

8 LEGISLATOR SOLAGES: So you bring
9 up the sales tax. So, if so, then what is
10 the picture presented with regard to the
11 gross annual product of Nassau County over
12 the past 10 or 12 years?

13 COMPTROLLER MARAGOS: Slowing
14 growth.

15 LEGISLATOR SOLAGES: So if we
16 went back over the past 20 years and we
17 created a line graph that plotted the
18 combined taxes of the county, the town, the
19 villages, combined cost of government, of
20 county, town villages, gross county product,
21 average income of residents, the cost of
22 living in Nassau County, and if we took
23 these lines and we extend them into the next
24 ten or 12 years, on the assumption that the
25 prior pattern will continue, in your

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2 professional opinion, would the economic
3 future of Nassau County be sustainable?

4 COMPTROLLER MARAGOS: No, it
5 would not. And we are seeing the
6 demographic results of those trends. We all
7 keep hearing about the high cost of living
8 on Long Island relative to other areas.

9 LEGISLATOR SOLAGES: So let's
10 assume your plan that you propose would be
11 put in place, would that alone make Nassau
12 County sustainable? Is your plan
13 sustainable?

14 COMPTROLLER MARAGOS: Well, I
15 would hope that that's the dialogue that we
16 should have. I put forward a concept and
17 idea that I think needs further development.

18 I think we've heard a number of
19 additional excellent ideas such as
20 developing the Silicon Long Island and I'm
21 sure, as we go forward in this debate, and
22 discussion, many more ideas are going to
23 come forward that we should embrace,
24 consider, and hopefully develop a
25 comprehensive vision that we will invest.

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2 LEGISLATOR SOLAGES: Do you think
3 we should development a clear statement of
4 principles and objectives?

5 COMPTROLLER MARAGOS: Absolutely.

6 LEGISLATOR SOLAGES: We would
7 then measure the proposals and the
8 implementation against those principles and
9 objectives; is that correct?

10 COMPTROLLER MARAGOS: Yes. And
11 that would determine the investment we need
12 to make which is ultimately important to
13 achieve those objectives.

14 LEGISLATOR SOLAGES: So, do you
15 think the county should retain the services
16 of urban planners who are experienced in
17 both the theoretical and practical aspects
18 of successfully planning for urban growth?

19 COMPTROLLER MARAGOS: Absolutely.
20 But it's important though that the initial
21 creative ideas to guide those people have to
22 start right here from this committee.

23 LEGISLATOR SOLAGES: If the plan
24 you have proposed were adopted and was
25 implemented in a reasonable and efficient

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2 way, how long do you think it would be
3 before the county started receiving material
4 benefits for such a plan?

5 COMPTROLLER MARAGOS:

6 Immediately. Once we start building the
7 infrastructure, upgrading our rail systems,
8 investing our virtual IT infrastructure,
9 investing in enhancing the research
10 capabilities of our hospitals and
11 universities, we are going to start seeing
12 immediate beneficial impact.

13 LEGISLATOR SOLAGES: I
14 understand. When you mentioned information
15 clusters for business relationships between
16 universities, hospitals, national
17 laboratories, that relationship always
18 involves some sort of licensing and
19 commercialization of cutting edge
20 technology, would you agree?

21 COMPTROLLER MARAGOS: Yes.

22 LEGISLATOR SOLAGES: And there
23 are a lot of startups and startup driven
24 technology --

25 Let me just -- when you mention

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2 that there are clusters for business
3 relationships between universities,
4 hospitals, national laboratories, that
5 relationship also involves licensing and
6 commercialization of cutting edge technology
7 to entrepreneurial driven startups that then
8 raise capital to fully commercialize and
9 bring the new technology to the market.

10 By working with the university or
11 national lab that invented it, this
12 continual attempt of commercialization is
13 what creates the new companies and then new
14 jobs. Your port doesn't really focus on any
15 mention of technology, commercialization,
16 and the continual relationship between
17 entrepreneurial startups and the university
18 labs.

19 If that's such an important
20 dynamic, and job creation, why did your
21 report leave it out?

22 COMPTROLLER MARAGOS: I think
23 it's important to define the role that
24 government plays in building the
25 infrastructure and environment and leaving

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2 it up to private industry, the hospitals,
3 universities, research centers, now, the
4 related industries around those institutions
5 to bring forward the innovation and the
6 ideas and the creativity.

7 LEGISLATOR SOLAGES: I
8 understand. Your plan would require a
9 massive amount of both public and private
10 capital. How much venture capital money has
11 Nassau County startup companies raised in
12 the last several years?

13 COMPTROLLER MARAGOS: I don't
14 have that information with me, but I'm sure
15 it's not very significant compared to say
16 the investment that is happening in the city
17 and some of the other rapidly growing
18 regions in the country.

19 LEGISLATOR SOLAGES: How much
20 would Nassau County startups have to
21 increase its venture capital money to
22 achieve the critical mass of economic
23 activity that you outlined in your report?
24 You mentioned the number again.

25 COMPTROLLER MARAGOS: I think if

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2 we can create an economic environment, a
3 vision, and provide, as a government, at all
4 levels, the infrastructure to encourage
5 obtaining that vision, then all the other
6 pieces are going to start to fall in place.
7 We are going to attract the best minds,
8 those will bring about the best innovative
9 ideas that will attract the capital.
10 Capital always follows initiatives.

11 LEGISLATOR SOLAGES: Thank you.
12 And just to focus on the last issue that
13 wasn't addressed as much as I would have
14 like to have seen in the report, and that is
15 housing and multifamily housing.

16 Removing political barriers would
17 be a suggestion there. Could you just talk
18 more about multi family dwelling and
19 housing?

20 COMPTROLLER MARAGOS: I think
21 that all the speakers that are much more
22 knowledgeable than I am spoke about it and
23 there's a lot of that happening.

24 LEGISLATOR SOLAGES: I
25 understand. Last question. What are your

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2 plans in moving forward as to what should be
3 done?

4 COMPTROLLER MARAGOS: I would
5 hope that I would step back and this
6 committee would step forward and grab the
7 ball and run with it. With some time lines,
8 for us as a community, to converge on a
9 vision.

10 LEGISLATOR SOLAGES: Thank you
11 very much, Comptroller.

12 COMPTROLLER MARAGOS: Thank you.

13 CHAIRWOMAN FORD: Thank you very
14 much, Comptroller, for your report and
15 actually opening up the dialogue and I have
16 to say that I have learned a lot myself and
17 it is something that we have been talking
18 about this.

19 As I said, when I was first
20 selected, we heard and heard time and time
21 again about the plight of the young people,
22 we don't have jobs for them. Now it's time
23 to really start acting.

24 I think that from many of the
25 speakers that spoke here today, it's amazing

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2 to me how much is being done so far, but now
3 it's harnessed everybody together. I think
4 that, Carrie, if we can provide these types
5 of jobs in all different technologies,
6 whatever, we can also provide and find the
7 housing. If we can come up with an
8 innovative idea of housing as well.

9 Because a lot of times, young
10 people don't really need big estates. They
11 just would like to have a one bedroom
12 apartment because they would rather go out
13 to work and hang out and then just use their
14 apartment for sleeping and resting or
15 whatever.

16 But we need to tap into them and
17 hear what they envision Nassau to be. I'm
18 the older generation side. But we do have a
19 slip from H. Boitel.

20 MR. BOITEL: Good afternoon.
21 Henry Boitel, Rockville Centre, New York.

22 I would like to very much
23 congratulate our Comptroller for getting
24 this onto the table. I would like to
25 congratulate the chairlady for calling this

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2 meeting.

3 I would like to congratulate what
4 you call the minority leader here for his
5 incisive questions. I think this is a very
6 important start.

7 However, I have to tell that you
8 that I am disappointed as a sit here because
9 this committee, in this very important issue
10 for the future of Nassau County, this
11 committee has not been able to hold a quorum
12 for a good part of the afternoon. That is
13 the sort of thing that is going to have to
14 change.

15 We are going to have to have
16 legislators who are actually involved in
17 this both feet. You're going to have to
18 have discussions amongst yourselves in
19 public about the issues that have been
20 raised here. You're going to have to call
21 the Comptroller back again and really enter
22 into a dialogue with him and some of the
23 other people here in order to develop a
24 plan.

25 The first plan is how to develop

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2 a plan, because you don't have that on the
3 table yet, how are we going to do this?

4 I have to say that, in watching
5 the activities over the past couple of years
6 of the Nassau County Legislature, there's a
7 lot of talk but not a great deal of
8 planning. You are not really holding it all
9 together. This project can help this
10 Legislature be what it ought to be, and this
11 Legislature can see to it that the county
12 will be what it ought to be. But not unless
13 everybody is really prepared to roll up
14 their sleeves and go to work. Thank you.

15 LEGISLATOR SOLAGES: Thank you.

16 CHAIRWOMAN FORD: Thank you very
17 much, sir. Are there any other public
18 comments? Yes, sir.

19 MR. POTAK: Yes. Good afternoon.
20 Carl Potak from Roslyn Heights. Thank you
21 for this great hearing today. So many
22 people have provided such excellent
23 commentary on what we need to do to reform
24 Long Island.

25 I am one of the millennials here

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2 today and happy to be reporting to you guys.
3 Also, I appreciate your recognition from the
4 audience, Carrie Solages.

5 What is occurring in Long Island
6 right now, we have record level congestion
7 on our highways. We don't have enough jobs
8 on Long Island to keep our youth here.
9 Millennials are leaving Long Island at an
10 alarming pace. Rent is obviously too high
11 for most millennials who want to stay in
12 Long Island over New York City because it's
13 more desirable. And millennials are unable
14 to buy houses on Long Island due to high
15 property taxes, high taxes -- I'm sorry,
16 high taxes in desirable neighborhoods and
17 school district where they might want to
18 raise a family one day, and they also have
19 the added expense of needing a car, paying
20 for car insurance, gas, maintenance, tire
21 replacements because we have crummy roads,
22 and bridges and all that stuff. So, there's
23 a great added expense right there.

24 There's also 64 percent of
25 residents between 18 and 34 who said that

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2 they plan to leave here in the next five
3 years, according to a survey conducted by
4 the Rauch Foundation, and we have a systemic
5 problem here that involves transportation,
6 housing, jobs and taxes that are just way
7 too high.

8 The taxes are a difficult piece
9 to really remedy, as Jeff Guillot spoke
10 about earlier, because that is an issue that
11 involves layering of government and all the
12 different municipalities, having the same
13 services that are offered multiple times,
14 and this is one of the reasons why our taxes
15 are so high.

16 So, since we're really not going
17 to shrink government, we have to focus on
18 the other issues. Before the original
19 suburb, Levittown was the first. We started
20 it in the United States and it's time we
21 reinvent the wheel and take on a 21st
22 Century approach to creating solutions that
23 really we need to fix here on Long Island.
24 There's also the added thing, it's not just
25 millennials that are leaving.

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2 If you think about it, in 15 to
3 25 years, baby boomers will be of age to
4 need senior housing. The houses will exit,
5 the houses they will exit will either be
6 renovated or torn down, but there will be an
7 exodus of available homes too.

8 So, we also have to think about
9 that, our property values, our tax
10 assessment system. It's going to have to
11 change. We're going to have to change with
12 the times because we have an antiquated
13 system all together and we have to think
14 about a 21st Century approach on all levels.

15 So, what do we need? We need
16 housing, transportation, jobs,
17 affordability, and desirability. Now, we
18 have some great things that Nassau County
19 has to offer; wonderful parks, recreation,
20 but, unfortunately, it's very difficult for
21 people to get everywhere. There's obviously
22 not enough for people here.

23 That's why I want to talk about
24 mixed used housing because I think it's
25 really important, mixed use housing, and

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2 with mixed use housing we can have
3 underground and above ground parking
4 garages. That's going to save an exorbitant
5 amount of space that we would otherwise have
6 needed to use.

7 We can fit a few hundred spots
8 and still have spots for public parking as
9 well. So we can have resident parking, we
10 can have public parking.

11 How can we define mix used
12 housing? We can have multiple ground floor
13 stores with an entrance and exit for the
14 underground parking for reserved spots as I
15 said for the residents and the public, and,
16 for the above stores, we can have whatever
17 retail outlets we need. Share co-working
18 spaces perhaps, similar to the startup
19 accelerator model at a cost of no more than
20 \$250 per month per individual, which is
21 actually a very fair price. If you go to
22 Manhattan, it's about Manhattan \$450 and up.

23 We need a county wide variance.
24 We're allowed to build upwards for the
25 buildings. We need larger structures. They

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2 can't be these short buildings anymore. We
3 need to build up. We don't need skyscrapers
4 because that's just way too much. It's
5 going against our suburban vision.

6 But we can have a new approach to
7 a suburban vision. So, I think that's
8 important to recognize that we're trying to
9 bridge the gap between Long Island and
10 Manhattan. We can't just be the regular
11 suburbia anymore, and we can't be just like
12 Manhattan. It's not going to work that way.
13 So, we have to bridge the gap and work
14 together to find reasonable solutions, and I
15 think that's going to be a reasonable
16 solution in having mixed housing with
17 restaurants, stores, maybe shared working
18 spaces, or office space. You name it. But
19 it's got to be available.

20 The housing needs to be within
21 walking distance of train stations. They
22 need to be within a quarter of a mile to an
23 eighth of a mile away. Manhattanites, yes,
24 they walk around everywhere. It's better
25 for public health to be walking, it reduces

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2 carbon emissions, it reduces the necessity
3 for a car, which is great, and that means
4 the costs are going to go down. It's not
5 going to be as expensive for them to live on
6 Long Island. Then, they're also going to
7 provide more business to the local economy
8 if they're walking everywhere.

9 So, we are going to see an
10 increase in sales taxes from our local
11 economy, which is going to help fuel those
12 projects. So we have to think about the
13 economics with this.

14 What's affordable? How do we get
15 an afford designation with public housing?
16 Currently, we have senior affordable public
17 housing but we don't have anything
18 designated for 18 to 34, or even 40 year
19 olds. So, we have to work on that.

20 Affordable, I think is around
21 \$750 to \$1,000 a month. If you think about
22 it, millennials, we are the people that have
23 the largest student debt that America has
24 ever seen.

25 When people are thinking about

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2 living somewhere, they have to incorporate
3 how much debt they have. How much they have
4 to pay per month from the school that they
5 had to have which is basically mandatory
6 now. You have to have a college degree now
7 if you want to be able to succeed and, even
8 more so, a master's degree.

9 So, people are taking so much
10 debt up, but they're not able to pay it off
11 unless they have 10 or 15 years. So, we
12 need to think about that. We need to think
13 about the costs that young people have.

14 Transportation is a huge issue.
15 When millennials were poled, transportation
16 was the number one issue that millennials
17 found that they had with Long Island, as of
18 about two years ago.

19 One of the things I think we can
20 do is we can include shuttles that go to and
21 from major areas of commerce to the mixed
22 use housing that we have. So, if we set up
23 mixed used housing in lots of different
24 areas all around Long Island, it will be
25 similar to a bus system, but it will be

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2 direct. So it's going to cut the travel
3 time by more than 50 percent because it's
4 not making all those crazy stops everywhere.

5 Secondly, our taxi companies are
6 gouging our residents and gouging the people
7 that are not a resident and are coming to
8 visit. It's unbelievable.

9 If you want to go from East
10 Meadow to Manhasset, it's going to cost over
11 \$40 one way. That's insane. You go into
12 New York City, it's not that high. You
13 start it at a simple smaller fare and you
14 work your way up. But it's no where near
15 \$40. So we really need to think about how
16 we're going to regulate our taxi companies
17 because we need to work with them and
18 promote the taxi companies, but promote the
19 taxi companies at a more regulated price.
20 This gauging can't go on anymore if we want
21 to have a new suburbia really. As former
22 County Executive Suozzi once said.

23 So, it's really important because
24 you think about young people. They want to
25 go and have a fun night life, they still

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2 want to go out and do things, but, honestly,
3 it's not safe in Long Island to go driving
4 around drunk, obviously. So, we can't do
5 that. We can't rely on that.

6 So, nobody wants to go to a bar
7 and then have to pay for a \$40 taxi. Or if
8 there's a storm, they'll actually raise the
9 prices another 20 or \$30 per ride because
10 there's less people working. It's crazy.
11 Can't do this. We have to fix the taxi
12 system if we want this to work.

13 Also, transportation, I love that
14 on this plan there was a monorail system, or
15 at least a picture of it. We need to have
16 it and I think that having a monorail system
17 would be great because it would minimize the
18 necessity to have eminent domain.

19 If you're building up, not on our
20 land, we're going to be really not facing
21 much issues at all in terms of where we need
22 to go. We need to have an up and down.

23 This issue was addressed earlier,
24 which I greatly appreciate that someone
25 actually brought it up, that we only have

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2 east west lines and we don't have north
3 south. But, the Long Island Rail Road is
4 not able to do this with our current
5 situation; with our tracks the way they are.
6 We can't lay them out and we can't replace
7 more residents because that's going to
8 create an uproar. We want our residents to
9 be happy. We want support and coordination
10 for these.

11 If we don't have the support from
12 our residents and our communities, then what
13 good is it going to be? How are we going to
14 be able to upgrade our infrastructure?

15 Also, by doing such a plan, by
16 having a monorail system, it will provide
17 hundreds, if not thousands of jobs here on
18 Long Island. It would be an amazing thing
19 for us here.

20 Not only would it provide jobs,
21 but it would provide sales tax, increase
22 sales revenue to all the stores and bagel
23 shops or coffee places that they go to, you
24 know? Everybody is going to be needing to
25 eat, all those people in construction, they

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2 need to eat too. So they're going to be
3 around here. They're going to be providing
4 more sales revenue. This is going to be
5 probably a five year project. Maybe ten.
6 It's a great monorail system. We have to
7 think about that. That's going to be ten
8 years of increased sales revenue that Nassau
9 County is going to get. So I think that's
10 really important that we try to think about
11 that and really start making a reasonable
12 solution to it.

13 In the past, a monorail system,
14 it was flown out. People didn't like it.
15 The public didn't support it. They thought
16 it would destroy Long Island. In fact, it
17 wouldn't be destroying it, it would be
18 changing it. Change isn't always a bad
19 thing. Change could be a good thing if we
20 recognize what it's for. If we recognize
21 the positive impact it's for.

22 So, I urge you to really think
23 about having a world class high speed train
24 system that can get people to and from, not
25 even in Nassau County, but down to

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2 Ronkonkoma in Suffolk County, because
3 Suffolk County is a county in Long Island
4 too, and they are important to our success.

5 So, we need to work together,
6 both counties, with the state, with our
7 villages, with the US government, all levels
8 of government need to work together so that
9 we can get something like this and get
10 federal grants to support this. Obviously,
11 because Nassau County is in not so great
12 fiscal standing, we're not going to be able
13 to do this on our own. So, we really need
14 some help with our other colleagues in
15 government.

16 I think these are some really
17 good things that are going to help us. Jobs
18 is one of the other things I wanted to touch
19 on. Startup accelerators are very
20 important. I have been involved more or
21 less with startup accelerators for probably
22 three or four years through my
23 entrepreneurial efforts. I was there for
24 the grand opening of Launch Pad Long Island
25 two years ago. I have been a major

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2 supporter of Launch Pad and List Net and the
3 things that they have been doing here on
4 Long Island because it's very important.

5 Having entrepreneurs come here
6 and be able to settle their roots is going
7 to be invaluable for us. It's going to
8 create businesses. It's going to be long
9 term. They're going to stay here because
10 they're not going to want to move. Their
11 infrastructure is going to be here already.
12 Everything that they have is going to be
13 here already. Moving costs are going to be
14 way too difficult for them. They're going
15 to want to stay here.

16 Furthermore, they are going to be
17 getting investment. This investment comes
18 from the Long Island Angel Network. Now,
19 anyone who wants to get money from the Long
20 Island Angel Network needs to fill out an
21 application. In this application, they
22 specifically state that you must be in Long
23 Island. You must be staying here in order
24 for that startup accelerator or incubator to
25 work, to work out for them to get funding.

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2 So, they're doing a good thing by
3 promoting Long Island and we need to work
4 with these companies to help increase that.

5 Now, Comptroller Maragos said he
6 wasn't quite sure on how much more
7 investment was needed for startups. I know.
8 I know what we need.

9 Launch Pad Long Island currently
10 gives up to \$25,000 in investments to
11 startups. It's good but not enough. We
12 need more. We need 40 to \$50,000 minimum
13 per startup for it to happen. 25 is a bare
14 bones operation and it's really really
15 really difficult for them to get the kind of
16 staff that they need to support their
17 startup and really grow at the kind of pace
18 they need and pace we need in Long Island to
19 keep growing jobs.

20 So, whether it's through grant
21 money, whether it's through working with
22 other entrepreneurs, we need to find a way
23 to get more money coming in for the startups
24 because it's important. I think more
25 accelerators should be around everywhere. I

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2 think it's fantastic that Great Neck is
3 getting one, fantastic that Farmingdale is
4 getting one. I love that we have one in
5 Mineola so close to the train station. We
6 need to continue this. We need to market it
7 because if people don't know about it, it's
8 like having a banner with a cloth over it.
9 Nobody can see. Nobody knows it's here.
10 So, we need to market it more, and market
11 what we have on Long Island to all the
12 people who are flocking over to New York
13 City.

14 We can work with recruiting
15 companies. I was a tech recruiter, so I saw
16 first hand that these jobs are not here.
17 These tech jobs are not here.

18 Hospitals, law firms, we need to
19 secure more jobs. We can't secure more jobs
20 without having the infrastructure here. So,
21 it's very important that we have this mixed
22 use housing, multi-family housing and all
23 that.

24 Now, it's really costly.
25 Obviously, all this stuff is really costly,

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2 but I've thought of some ways that we can
3 really offset these long term costs. We can
4 offset the long term costs by project
5 incentives.

6 CHAIRWOMAN FORD: Excuse me, Mr.
7 Potak. I'm sorry, you're giving us a lot of
8 good information but, unfortunately, we are
9 running out of time. I know Legislator
10 Solages has a question for you.

11 LEGISLATOR SOLAGES: Just wrap it
12 up.

13 MR. POTAK: I'm actually almost
14 done. We can offset the long-term costs for
15 this very easily. It's green energy. When
16 we get this mixed use housing set up, when
17 we get all this, we can install solar panels
18 on the roofs, that can help offset the
19 energy costs that residents are going to
20 have to pay.

21 For Nassau County, we can convert
22 our street lights to LED light bulbs, which
23 will have a significant, like hand over
24 fist, significant effect on Nassau County in
25 providing much needed dollars.

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2 We can have geothermal systems
3 that is going to provide low cost heat and
4 air conditioning cooling for the mixed use.
5 And obviously buildings are very expensive.
6 So it can help us. By having a green energy
7 plan, we're going to be able to much more
8 offset the cost than just keeping it as it
9 is. And it's going to offset carbon
10 emissions too. It's a win-win for us all.

11 So, I think we should think about
12 green energy and implementing it because the
13 long-term solution is, the long term benefit
14 is going to be great by having it.

15 I think we should do that and by
16 having wide-spread community support and
17 marketing this, through our county
18 legislators, through all their lists and
19 everything, I think it's going to be very
20 important.

21 We work with our civic
22 associations to get more support for a
23 larger plan. And if we all work together as
24 a think tank in Nassau County, we can really
25 do this.

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2 I urge you guys to really think
3 about the points that I made today. If you
4 have any questions, feel free to ask me or
5 reach out to me, and I would be happy to put
6 any input in that I can.

7 Thank you very much for letting
8 me speak today.

9 CHAIRWOMAN FORD: Legislator
10 Solages.

11 LEGISLATOR SOLAGES: I just
12 wanted to thank you for coming down here
13 today. You had a lot of great facts and
14 personal examples to use.

15 In the Comptroller's report, the
16 Comptroller assumes that if the cost of
17 living were equal between New York and
18 Nassau, the young people would flock here to
19 Nassau. Your millennial, cost of living --
20 because right now, it's just as expensive to
21 live in Brooklyn as it is here. If the cost
22 of living were equal in both jurisdictions,
23 where would you live?

24 MR. POTAK: Right now?

25 LEGISLATOR SOLAGES: Yes.

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2 MR. POTAK: Long Island. My
3 family is here. People who want to stay
4 family oriented, I think Long Island is a
5 place where we have communities and these
6 communities are built on families.
7 Everything in our whole nation is all built
8 on families. So I think that people
9 ultimately are going to come back to where
10 their families. Even if they're a
11 millennial, and they go in the city, they're
12 going to want to come back. They're going
13 to want to be around their families. The
14 grandparents are going to want to be around
15 their grandkids.

16 LEGISLATOR SOLAGES: I also just
17 wanted to thank you for mentioning Tom
18 Suozzi and the cool down towns' idea that he
19 initially talked about. I mean, I want to
20 thank you for that. Thank you very much.

21 MR. POTAK: Thank you. I
22 appreciate it.

23 CHAIRWOMAN FORD: He failed to
24 mention Ed Mangano and all his work. Anyone
25 else? Thank you for your patience.

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2 MR. IDLE: Thank you. My name is
3 Chuck Idle. I'm from Port Washington. I
4 want to commend Comptroller Maragos. It's
5 an unbelievable plan and I can't tell you
6 how impressed I am with just the opportunity
7 to have a conversation and all that you're
8 doing.

9 I am a long time Long Islander.
10 I moved away for about 20 years. I moved
11 back two years ago right during Sandy.

12 I live in Port Washington and
13 unfortunately I was, or have been involved
14 with the new 90 foot poles that have been
15 going up, from PSE&G, both here, and all
16 over Long Island.

17 I'm only here to talk about one
18 thing. Not the height of the poles, not the
19 chemicals that are on the poles, but if we
20 want to entice people to move into our
21 neighborhoods, we have to look at
22 considering long term moving some of these
23 larger, wider and some of these poles are as
24 big as these tables, out of our main
25 streets.

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2 We want to entice people to come
3 down town to move into the main streets, to
4 shop there. You can't do these with utility
5 poles that we have been using for over 100
6 years.

7 I encourage you to look at
8 Washington, D.C. They're working with their
9 roads department, as roads need to be
10 repaved, at that time they are starting the
11 undergrounding process.

12 There are ways to accomplish
13 undergrounding wires, to using non-chemical
14 FRP type poles. I heard a lot today about
15 technology. Right? You're streaming. All
16 of those things are going to take more wire,
17 as David Daly says, wire in the air, cables,
18 and I don't think that Long Island can
19 continue to have the old technology of
20 wooden poles carrying massive amounts of
21 cables as we are doing today. You need,
22 drive home, and look to your left or your
23 right and look at the amount of cable that
24 we are carrying.

25 If we want to entice young people

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2 to come into our neighborhoods, they have to
3 be enticing neighborhoods.

4 I encourage everything that's in
5 this plan. I heard nothing but great things
6 today about all the things that are going on
7 on Long Island. Utilities and electric
8 services, and they have to be separated
9 because PSE&G is different than Verizon and
10 Cablevision, et cetera, all of that has to
11 be incorporated in this plan.

12 What is the plan for our utility
13 services as we begin to build more
14 buildings, to entice more technologies to
15 come in? The more technology we have, the
16 more wires we're going to need. Again, it's
17 just a beautification thing, but I ask you
18 to please consider.

19 By the way, I'm in the technology
20 field. I own a small technology company. I
21 will be talking to the gentleman about
22 Launch Pad, and I was three young kids. So
23 I have some experience in the field.

24 CHAIRWOMAN FORD: You obviously
25 have a vested interest with the young

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2 children.

3 I think that your point about the
4 utilities, you're right, it's a shame that
5 we have everything overhead, but PSE&G, the
6 cost of putting everything underground is
7 exorbitant.

8 MR. IDLE: I'm going to say
9 something right there, just a quick note,
10 and I applaud what is happening here, a
11 conversation. Everything underground. I'm
12 not even saying everything has to be under
13 ground. I'm saying hypothetically, take
14 Port Washington. It's a small area. It's a
15 small portion that can be under grounded.

16 Nobody is saying that all the
17 poles along some of the highways, it's
18 highly unlikely -- and they don't look
19 great, mind you, but it's the communities
20 where people are trying to live, shop, eat
21 and work. You wouldn't go into New York
22 City and see this. So, it's a process.
23 Simply a process and I ask it be a
24 consideration.

25 CHAIRWOMAN FORD: It is a

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2 consideration only because I guess when you
3 think about proper smart development, that
4 should be something that should be
5 considered. That if they're going to
6 redesign a downtown, maybe try to see if you
7 can work with the utilities to move the
8 wires from the air and put them underground.

9 LEGISLATOR SOLAGES: Real
10 briefly, based on your testimony, and based
11 on also what happened after Storm Sandy, in
12 which many of these above ground wires
13 caused a lot of problems, I think the county
14 should consider a study that would discuss
15 how much would that be; how much would that
16 cost to put all these wires underground?

17 MR. IDLE: And, in the case of
18 Port Washington, they did a study. I
19 believe it was \$65,000 to have the study
20 done. I don't believe we need more studies
21 as we need more planning.

22 As I stated, if we know that --
23 and I'm using Port Washington, it could be
24 Manhasset, Mineola, it really doesn't matter
25 to me, if we could work carefully with the

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2 road commissioner and others to say, the plan
3 is, when a road is taken up, we are going to
4 look at that time to consider burying the
5 lines.

6 We know it's expensive. I'm not
7 going to tell you it's not expensive, but,
8 on the other hand, we also know that if you
9 want to bring people into your local
10 communities, you can't do that when you have
11 massive utilities poles that you're trying
12 to walk around to go to the shopping
13 centers.

14 Some towns don't have that. The
15 planning was done properly or long in
16 advance and there are no poles in the down
17 towns.

18 So, my focus is down towns, which
19 is what you are talking about.
20 Specifically, even if you target the areas
21 that have train stations that are trying to
22 bring people back and forth. Those high
23 traffic areas to make them more enticing.
24 So, it's a planning matter. Thank you.

25 CHAIRWOMAN FORD: Thank you,

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2 everyone. I really appreciate this. We are
3 closing out this hearing on Economic
4 Development and Labor.

5 LEGISLATOR SOLAGES: Second the
6 motion.

7 (Whereupon, the Economic and
8 Development and Labor Committee adjourned at
9 4:12 p.m.)

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C E R T I F I C A T E

I, FRANK GRAY, a Shorthand Reporter and
Notary Public in and for the State of New
York, do hereby stated:

THAT I attended at the time and place
above mentioned and took stenographic record
of the proceedings in the above-entitled
matter;

THAT the foregoing transcript is a true
and accurate transcript of the same and the
whole thereof, according to the best of my
ability and belief.

IN WITNESS WHEREOF, I have hereunto set
my hand this 16th day of March, 2015.

FRANK GRAY